

# DISTRIBUTION AND WAREHOUSING



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## Price Fixing Does Not Exist Today Among Merchandise Warehouses

Conclusive Proof of Free-for-All Situation Is Found in an Analysis of  
569 Bids Submitted on Government Canned Meats. List of Rejected  
Offers Made Public at Washington.

By H. A. HARING

**W**AREHOUSEMEN have accused one another of cutting prices. They have said of one another dark things, and hinted darker. Now, out of the clear heavens, one prospective patron has done something which the industry has never before experienced. This patron—Uncle Sam in the guise of his Federal Surplus Relief Corporation—has not only told but has actually made public the quotations filed for one piece of business.

Five hundred and sixty-nine companies—and not all of them have subscribed to the NRA Code of Fair Competition of the Merchandise Warehousing Trade—submitted bids for storage of canned meats: beef, veal and mutton in the usual standard commercial containers to hold either 48 tins of 12-ounce or 24 cans of 20-ounce net weight. Dry storage was demanded, but not cold storage; and there were no unusual requirements. The goods were to arrive by rail, in carloads.

The most common commodity in warehouse storage—offered in huge lots, with bidding open to all!

Bids were to cover storage for the first 30 days, as one item; storage for each subsequent month, as another item; and a naming of maximum quantity desired. The specifications stated also that "Bidder shall include in his bid price on the first 30-days' period any and all charges involved in handling the stored commodity."

Immediately after the bids were opened they became public property, and, through the usual "news service" agencies at Washington, the mails were at once flooded with mimeographed sheets announcing full details.

Therefore the industry, for once, is laid wide open.

The one—and the immensely important—fact is this:

There is no price fixing among the warehouses. The matter of prices is a free-for-all.

No such newspaper headlines broke upon the warehouses as upon the rubber manufacturers, almost the same week. When bidding for hose for fire departments, every maker in the country who competed for the business named a price of 85 cents a foot. Yells, from Washington, were loud and prompt that a "monopoly had been formed."

But against the warehousemen, no Senator read anything into the record.

The warehouses proved, beyond any question, that every fellow is a law unto himself.

**A**S with all contracts under the New Deal, each bidder is required to comply with NRA. With each bid had to be filed the following "Certificate of Compliance":

"It is hereby certified that the undersigned is complying with and will continue to comply with each approved Code of Fair Competition to which he is subject, and/or if engaged in any trade or industry for which there is no approved code of Fair Competition, then as to such trade or industry that he had become a party to and is complying with and will continue to comply with an agreement with the President under Section 4(a) of the National Industrial Recovery Act (President's Reemployment Agreement) and that all other conditions and requirements of the Executive Order No. 6646, dated March 14, 1934, are being and will be complied with."

Furthermore, bonds were required for performance of contract, if awarded. Unless already bonded, the warehouse must furnish also indemnification bond, or other satisfactory surety against loss or destruction of the canned meats. For this purpose:

"The amount of the bond is to be computed on the basis of a value of 20c per pound for beef, 25c per pound

### FSRC Plans to Open Canned Meat Bids on April 17

DISTRIBUTION AND WAREHOUSING'S,  
WASHINGTON BUREAU,  
1157 National Press Building

**T**HE Federal Surplus Relief Corporation is advertising for bids, to be opened April 17, to store its supplies of canned meat, according to announcement by its president, Harry L. Hopkins, FERA Administrator.

The canned meat, processed from animals removed from the drought regions by the AAA, is to be stored in temperature not below 30 and not above 80 deg. F.

Quantity to be stored, and storage period, will be determined when contracts are let.

Invitations to bid were sent out several weeks ago and proposals were received but were rejected when the decision was made to inquire into the possibility of storing in Government quarters. It was conceded that the

original bids could not have been satisfactory to either party in any event, because the FSRC does not know exactly how much canned meat is to be stored and hasn't the detail as to the size of container. For this reason the operators were asked to bid on the basis of their capacity to store, without reference to change of bid price in the event the entire space could not be utilized, and without reference to the attitude of the warehousemen if the containers were not of standard size.

Meanwhile Director Hopkins states in his annual report covering the calendar year 1934 that storage of finished goods owned by the FSRC in commercial warehouses in that year cost the Federal Government \$309,261. The report makes no recommendations concerning future storing policy.

—James J. Butler.

for veal and 25c. per pound for mutton."

These bonds, when obtained through the casualty companies, cost 1 per cent premium: \$10 for \$1,000 of indemnity.

The bond is simple. It is also customary and always has been when bidding for Government contracts.

The "compliance certificate" is another matter. The warehouseman, reading the words, hardly gives the subject of NRA compliance another thought. He knows that he has complied with the merchandise Code requirements. He therefore makes the oath at the bottom of the bid; imprints his rubber stamp which states "Subscriber to Merchandise Warehousing Code, Certificate No. —"; and forgets the whole question of compliance.

To the warehouseman the words of the "certificate of compliance" have only one meaning when they specify "is complying with and will continue to comply with each approved Code of Fair Competition to which he is subject." It seems so obvious. Undoubtedly, too, the Federal Surplus Relief Corporation had in mind the Warehousing Code.

**B**UT the Corporation made a serious slip in its specifications. It copied the usual form of "certificate of compliance" used by all Government Bureaus.

But it made no mention of warehousing by name!

Among the bidders for storing the canned meat were:

Some meat packers.

A few farmers' cooperative associations.

A suspicious looking handful of empty buildings in some cities.

And, unless reports from two cities are wholly in error, two idle baseball grandstands saw in canned meat a chance for income.

We do not overlook the fact that some of the meat packers operate warehouses which are Code members; some of them have for years been members of the American Warehousemen's Association. To them no objection is possible.

But, among the bidders, were about a dozen others who are not warehousemen to the public and who have refused to sign the merchandise warehousing Code.

In fact, no one ever thought of asking them to sign; they were never considered warehousemen. And, in city after city of our country, baseball clubs have patterned after the New York "Yankees" in converting space beneath the grandstands into public markets and storage space for fresh produce, bulky equipment, street-cleaning machinery, used automobiles, etc. Apparently two of these consider themselves "warehouses" enough to store canned meats for the FSRC.

Each of these, in bidding, certified compliance with "each Code to which he is subject"—but, they were not subject to the warehousing Code.

**A**ND hardly had the 569 bids been announced than our Merchandise Warehousing Trade Code Authority crashed down upon the Federal Surplus Relief Corporation.

In our limited space it is not possible to repeat all the gossip over these bids. We shall hint at the high points and pass on.

The warehousing Code group crashed down, as we have just stated. The Authority deserved a hearing, and it got it.

Rumor has it that the entire schedule—known as Schedule 124—was a mistake. Some overly-ambitious bureau chief in Washington sent out the inquiries without having consulted his superiors and without knowing what he was upsetting. Within the FSRC, for instance, it is now admitted that the Corporation does not know how much canned meat is to be stored, or whether any at all is to be stored, or how it will be packed. Due to one of those stupid blunders of politicians trying to conduct business it is even rumored that a contract for containers has been let for a non-standard size. Bids, finally, carried the implication that the bidding warehouse would be shipped enough stock to fill the space it offered; no provision was made in the Schedule for a higher price per case in the event that the entire space was not required. A very few warehousemen did have the wit to separate their bids to cover this point; but, as a whole, they figured a low price for 50-500 carloads.

Rumor has it that another department at Washington crashed down upon the luckless FSRC, demanding to know why public bids were asked at all. This department declares that the old Army Bases, now under lease to certain warehousing corporations, should be given the storing without public bids. The Government is already financially interested in these spaces: why not use them?

Rumor has it that the War Department also crashed down, with statements that existing War Department storages could handle all the canned meat and never miss the space.

Rumor has it that late in March both these departments were making "surveys" in order to see whether the Government has under its control enough space to warehouse the meat. This was, in fact, given to the public as the "reason" for rejecting all bids.

Rumor has it, also—as always in Washington—that Congressmen were messing in the awards; that Democratic warehouses were one thing, Republican another; and that anything with the name "farmers' cooperative" or "growers' cooperative" tied to it should be favored in the letting.

Rumors these are, all of them. My own belief is that each of them has a foundation in facts.

What was the actual reason for rejecting all bids summarily I do not know. Probably, as usual in Washington, some unseen political influence was at work from "higher up"; and, beyond a guess, the bureau head who handled the situation does not himself know why he was "told" to reject everything.

Bids were, however, rejected; and, after one postponement, it is now announced that on April 17 a second lot of bids will be received.

**F**OR the initial month's storage the figures, as set down in the rejected bids, will almost make the eye pop from its socket. You will see a lot of "\$0.01 per case" and a number at "\$0.10 per case." It is even possible, if you go carefully down the pages, to find bids of 15 cents per case, with a few at higher levels all the way to 25 cents a case.



**Tabulation of Canned Meat Bids of Nineteen Subscribers to Merchandise Warehousing Trade Code as Culled from 569 Proposals Submitted to the Government**

Warehouse Company	Code Authority Member or New Orleans Elections Representative	Bid, Per Case, for Storage for First Month (Including Handling)	Bid, Per Case, for Storage for Each Succeed- ing Month	Total Number of Cases to which Bid Applies
Adams Transfer & Storage Company, Kansas City, Mo.	D. S. Adams	\$0.04	\$0.015	10,000
Arrow Transfer & Storage Co., Chatta- nooga	Theodore F. King	0.031	0.013	100,000
Atlas Storage Company, Milwaukee	Anthony L. Fischer	0.0348	0.0119	200,000
Bekins Omaha Van & Storage Co., Omaha	John Bekins	0.0325	0.0125	250,000
B. R. & P. Warehouse, Inc., Rochester, N. Y.	U. C. Leckinger	0.025	0.01	200,000
Cincinnati Terminal Warehouses, Inc., Cin- cinnati	R. G. Culbertson	0.043 (12 oz.) 0.039 (20 oz.)	0.014 0.012	300,000 300,000
Henry Coburn Storage & Warehouse Co., Indianapolis	Frank F. Powell	0.033	0.013	50,000
Dallas Transfer & Terminal Warehouse Co., Dallas	G. K. Weatherred	0.012 plus 5c. cwt. handling 0.01 plus 4c. cwt. handling	0.012 0.01	30,000 or less Over 30,000 Total 400,000
Hartford Despatch & Warehouse Co., Inc., Hartford, Conn.	Edward G. Mooney	0.03	0.0125	20,000
Haslett Warehouse Co., San Francisco	S. M. Haslett	0.025 up to 25 lbs., plus .0225 for handling 0.02875 for 25-45 lbs., plus .0225 for handling	0.01 0.1125	100,000
Kedney Warehouse Co., Inc., Minneapolis	Fred S. Kedney	0.035	0.0125	100,000
Same, St. Paul	Fred S. Kedney	0.035	0.0125	50,000
Same, Grand Forks, N. D.	Fred S. Kedney	0.0225 (but more for less than 20, 000 cases)	0.005	20,000
Midland Warehouse & Transfer Company, Chicago	Elmer Erickson	0.0375	0.0125	200,000
Oregon Transfer Co., Portland, Ore.	Donald G. Bates	0.0636	0.02	Unlimited
Pennsylvania Warehouse & Safe Deposit Co., Philadelphia, Pa.	Warren T. Justice	0.05	0.02	100,000
Less a volume discount, per month, \$350 to \$500 5% 501 to 750 10% 751 to 1,000 15% Over \$1,000 20% Less also: 15%—30 days				
Radial Warehouse Company, Kansas City, Mo.	Frank M. Cole	0.04	0.015	200,000
Roanoke Public Warehouse, Roanoke, Va.	Clem D. Johnston	0.035	0.015	30,000
Security Warehouse Company, Minneapolis	W. A. Morse	0.03	0.0125	150,000
Taylor-Edwards Warehouse and Transfer Company, Inc., Seattle	O. C. Taylor	0.05	0.02	25,000
Texas and Pacific Terminal Warehouse Company, Fort Worth	L. C. Porter	0.0272	0.01	550,000

From one cent to ten is too wide a spread. Even a warehouseman is agast, because he does not know what to make of it.

More detailed examination of the bids, however, will modify the first impression. The figures are not quite as wild as they look. Most of the one-cent bids carry a "plus" clause which has the effect of raising the one cent to several cents.

Most common of these clauses is a statement that "handling is extra", followed by a bid for handling. Three warehouses in Dallas, for example (Dallas Transfer & Terminal Warehouse Co., Dallas-Trinity Warehouse Company, and Shippers' Warehouse), may be found in the one-cent column; each, however, with a "plus" of "4c cwt for handling" (in one case, 5c for a small

lot). Refigured on this basis, and estimating a case at 35-45 pounds as an average for the two specified in the Schedule, this "\$0.01 per case" for these three warehouses becomes wonderfully like other bids from Dallas, such as "\$0.025 per case" from the Interstate Fireproof Storage and Transfer Company.

In fact, the shock of those one cent bids wears off as the list is studied. Almost without exception, "handling" is to be added; often premium on the bond is named as an "extra", or "insurance."

If you want a surprise—shortly to be disillusioned—look at the Supplementary List of Bidders under the very first name: Anchor Warehouse, Inc., Minneapolis. Its bid, for first month's storage, is separated into four prices (\$0.005, 0.0075, 0.01 and 0.0125) to

cover different quantities but each carrying also a different price for handling. Or look at Bridwell Canning Co., Marshfield, Mo., which bids half a cent per case per month, first month and each subsequent one as well, plus only fifty cents a ton for handling. Such a bid would make any Code-complying warehouseman see red—and our Code Authority did!

Several lists have been published from Washington. Errors are apparent. For instance, one list gives a New York City warehouseman as bidding "one cent" for the first month's storage (\$0.0125 and \$0.015) but more than two cents higher for subsequent months. Another list reverses the columns. It is evident that the first-named list has jumbled the figures and that the bid was not a "one cent" offer.

So it goes, down the lists, page after page. "One cent per case", so staggering when first caught, somehow fades out. The storer cannot warehouse his canned meat for one cent. He must pay two or three, the initial month. Maybe the one cent figure is something of a "come on."

Thus for established warehouses.

**BIDS** were, as we have outlined, received also from other than professional warehousemen. Some of these are puzzling. Some I can explain to myself; others baffle my wits. And so—remembering, please, that I am not fault-finding but merely calling attention to bids that "stop" me—scan your list of these bids for low rates under the following names:

Armour & Co., for various cities, one scale of bids for meat canned by themselves and another by "other packing houses" or "any contractor."

Illinois Meat Co., Chicago, with 400,000 cases already in store.

Salisbury Bros., Inc., Ridgely, Md.

Talbot Packing Corp., Cordova, Md.

Thomas & Co., Adamstown, Md.

Western Gateway Storage Company, Ogden, Utah.

Wilson & Co., at several localities.

While you have these lists in hand, amuse yourself by reading a few of the "high bidders" who quoted, for initial month, rates from 10c to 25c. Remember, all the time, that we are not scotching them; but merely culling all the information we can from these bids to a prospect who "let the cat out of the bag" by telling. Look at these:

10c Berry & Sons, Hartford, Conn.

Boise Cold Storage Company, Ltd., Boise, Idaho.

Fresno Consumer Ice Co., Fresno, Calif.

11c Worcester Cold Storage & Warehouse Co., Worcester, Mass.

12c Morgan Warehouse & Commercial Company, Dallas.

14c Klamath Ice & Storage Co., Klamath Falls, Ore.

Boat Line Warehouse Co., Hartford, Conn.

15c Industrial Cooperative Union, Monroe, Wis.

J. R. C. Schwabe, Moberly, Mo.

Stedman Co., Beaumont, Tex.

17c Kimball & Colwell, Providence, R. I.

18c Western Ice & Utilities, Salina, Kan. (This company already has in store more than 8,000 cases, presumably at this high rate!)

23c Rifle Ice & Storage Co., Rifle, Colo.

25c Milton Ice & Cold Storage Co., Milton, Ore.

These lists, furthermore, reveal that some warehousemen are canny [no pun intended]. They have inserted unob-

trusive clauses into their bids for their own protection against the Government's arbitrary reputation.

A few, but only a few, have varied their prices for different quantities of the canned meat. Some have specified a minimum volume to which the bid shall apply. Others have limited acceptance of the bid to 60 days from opening of bids, or other given periods; some have qualified that the canned meats must be received "after April 15th" or "before October 1st" or with one rate before April 15 and another following that date (chiefly cold storages); some have stated that the quoted rates apply only for a six months' storage period or more; some have attached the warehousemen's "Standard Terms and Conditions" in order to protect themselves for extra services which may be required. A few have named a minimum monthly billing.

Only the Milwaukee warehousemen have bethought themselves to mention the Government's "discount of 15%" so widely publicized during 1933. One Milwaukee house (Barclay Warehouse Company) tucks on to its bid, "15% Government discount" allowed; while another (Hansen Storage Co.) says, "Government discount of 15% taken into consideration."

Other bidders, and a large number of them, simply mention an allowable "discount of 15%," evidently meant for the Government's established practice, in that portion of the Schedule where the FSRC suggests discounts for payment 10, 20 or 30 days from date of the billing.

These discounts, as a matter of fact, measurably alter the bids. As high as 10% allowance for payment within 30 days occurs rather often in the lists. Everything from 1/4% to 20% may be culled from that discount column of the lists.

Cities make an interesting grouping in this matter of discounts. These bids reveal how local custom, either by agreement or through competition, has crystallized rates. The bidders are published in alphabetical arrangement, so that to compare houses within a city it is necessary to copy off the individual quotations. Yet, by doing this bit of work, one learns many things—chief of which is the utter hopelessness of comparing a rate between two houses or two cities.

These lists give a warehouseman a new sympathy with the harried traffic manager as he endeavors to select the "best rate" for his goods!

Near the end of this article mention is made of the discounts in Philadelphia. In the bidding, all Philadelphia houses, so far as I have checked them, quote this schedule of discounts. Some merely quote it; and a few qualify that the discounts apply only to "monthly labor billing."

Possibly the most suggestive item of the entire list is the bids of those storers where canned meat already is in store for the Surplus Relief Corporation.

The rates now in effect, for the iden-

tical commodity for the same owner, indicate (1) approximately what the FSRC expects to pay; and (2) what a storer with experience finds a profitable rate. In studying these bids, it is necessary to query: "Have they abided by the warehousing Code or only other Codes to which they are subject?" To the warehousing Code Authority this question is immensely important. It may be so to all bidders, particularly if the NRA retains enough vitality to enforce the Code rulings.

However you look at this storage by the Corporation you must admit that the rates now in effect will weigh mightily in their allotting of new contracts.

For your information, examine the bids of such concerns as the following, all of which report canned meats of the FSRC now in store:

Agar Packing & Provisions Corp., Chicago.

Cudahy Packing Co., in nine cities.

Fairmont Canning Co., Fairmont and Watseka, Minn.

Hy-Grade Food Products Corp., Chicago.

Illinois Meat Co., Chicago.

Ready Foods Co., Chicago, and Eden, Wis.

Republic Food Products Co., Chicago.

Rival Packing Co., Chicago.

Rutherford Food Corp., Kansas City, Mo.

Salisbury Bros., Inc., Ridgely, Md.

Talbot Packing Corp., Cordova, Md.

Texas and Pacific Terminal Warehouse Company, Fort Worth, Tex.

Thomas & Co., Frederick and Adamstown, Md.

Western Gateway Storage Company, Ogden, Utah.

Western Ice & Utilities Co., Salina, Kansas.

Wilson & Co., Chicago, and elsewhere.

**THE** rates quoted by these 569 warehouses and others are utterly confusing. The imagination just will not picture what they must mean to the sort of Government clerk usually found in such a bureau as the Federal Surplus Relief Corporation. He cannot possibly understand that the competing warehouses represent different facilities, wide variations in protectoin to the goods, and many types of accessory services. The clerk faces a hopeless task to reconcile these rates. Nor would his superiors be any more able to understand them.

The quotations as published are not grouped by cities or regions. They are listed alphabetically. Even a person who has wide acquaintances with the warehouses of the country is puzzled to compare one bid with another. Indeed, no individual, in the whole industry knows enough of the houses to pass fair judgment.

Nevertheless, it is but natural to wish to compare these bids. Any one interested in warehousing will look upon them as the chance to learn what storing ought to cost; for, from this mass

of figures, it ought to be possible to learn what a good warehouse considers a fair rate for canned meat in cases. At least, if not a "fair" rate, the bids ought to show what these warehouse executives believe they can get under present conditions of surplus space in every city.

It was therefore determined to select out of the bids submitted by members of the merchandise Code Authority, on the assumption that they are among the best men in the industry, that they are alive to the evils of price cutting, that they understand costs, and that they are obeying the Code in spirit as well as in letter.

A list was made of the Code Authority as elected at New Orleans for the year 1935. The temporary chairman for each of the ten regions was included in our list; then the permanent chairman and the secretary; and, finally, the warehouseman elected as member of the Code Authority for the region. We added the national chairman, D. S. Adams of Kansas City, Mo.; the vice-chairman, W. T. Justice of Philadelphia; and the Code treasurer, Frank F. Powell of Indianapolis. The list as thus compiled contained 43 names. But, at once, a number disappeared because they are not operating warehousemen, as several of the local association secretary-manager men who are serving also for the Code Authority. Moreover, from the published bids, it seems that some Code members did not compete for the Surplus Relief Corporation's business. In the end, our 43 names melted down to 19. Thus we have, for comparison, 19 warehouses.

In tabulated form we therefore are printing, for each of these 19 houses, the bid per case for storing first month and handling; the bid for storing per month for each succeeding month; and the warehouse's own limit on the number of cases it is willing to accept.

Bear in mind, please, as you scan this list, that we are not trying to ridicule the Code members (or their houses). Nor to make light of their bids. We have merely selected their houses for comparison, because we could think of no better way, or fairer, to ascertain an honest-to-God price for storing canned meat in huge lots.

As your eye runs down the column of bids for the first month it will stop two

or three times as though the traffic light had jumped into red. One cent per case per month is surely a stopper. And, amid all those 2-cent bids and 3, the eye pauses when it glimpses 5 cents twice and 6 at another point.

The one cent, from Dallas, upon examination becomes 2-3 cents as soon as you read the "plus" tacked to the price. For some reason Mr. Weathered has separated storing and handling, as only a few bidders tried to do; and, when the bid is adjusted on this basis, it is not a one-cent price at all.

Or, look at the high bids. A quotation of five cents from Seattle, and 6 from Portland, is correct, as any one knows who is acquainted with conditions at those ports; even the municipally-owned Port of Seattle Commission put in a high bid.

The remaining 5 cent bid came from Philadelphia; but here, as with the one cent from Dallas, a bit of figuring alters the price. Owing to local conditions a handful of bids from Philadelphia warehousemen carried a uniform scale of "discounts" from a nominally high price. To compare the Philadelphia bids with those from other cities, until the quantity to be stored is determined, would bother anybody but a Philadelphia lawyer. But, figure out any imaginary quantity at the discounts offered and you will find the net price surprisingly near the level of other cities.

Among these bids from Code representatives that of the Kedney Warehouse Co. is interesting. Here we have a single operator with three houses. Two of these are in the two Twin Cities; their bids are identical. The third house is in North Dakota, in a small city; for that house the bid is strikingly different. When one operator finds it necessary to make his big-city bid 50 per cent higher than his small-city bid, one begins to suspect that there is sound reason for differences among separate operators.

If, then, these bids by Code representatives are read carefully, and if in the reading you think over the house itself and its situation, quite a different impression comes to you than that smite to the eye first time down the columns. For the initial month, storing and handling, these most reputable warehouses calculate the fair price is between 2½ and 4 cents a case. Possibly the most illuminating bid of the 19 is the very last

one, alphabetically as we have arranged them—namely, that from Texas and Pacific of Fort Worth. This house has been, for some months, storing this very commodity, canned meat, for the identical owner (Federal Surplus Relief Corporation). At the present time it holds more than 177,000 cases in store. The company bid 0.0272 a case for first month and 1 cent a month thereafter, and is willing to accept half a million cases at that price. Apparently, for its house in its location, those prices have proven to be satisfactory.

The impression, upon examining the 569 bids, is hopeless bewilderment. The human mind will not believe that a range from 1 cent a case, first month, to more than 20 cents, is right: it sounds crazy.

But, after scanning these 19 bids from our Code membership, there is found to be some sense to the thing. A good house, honest and capable, in a commercial city, is willing to accept canned meats for 2½-4c first month and 1¼-2c thereafter. Indeed, viewed calmly and with understanding of what the houses really offer, these 19 bids are surprisingly close together.

If, indeed, any warehouseman can find any comfort in these 569 bids, I believe it lies right here. The best houses arrive at very nearly the same rate.

I HAVE spent hours studying these 569 bids. I have made up ten or a dozen schedules of "the best warehouses" and "good warehouses" and "modern houses with up-to-date operations." Each list is, however, discarded about as soon as I complete it, because I know that my single judgment is not worth much. Probably not another man in the United States would agree with me. Therefore all my first efforts to compare these bids, for houses of reasonably similar services, have come to naught.

The only "list" I can defend, even to my own mind, is that composed of our Code members. No one can find fault with it, because the industry itself selected 43 men to represent warehousing before the business world.

The Code members are trying to bring order out of the chaos of merchandise rates. Now we have caught them red-handed bidding for business. The revelation surely gives no ground for scandal, because their bids are reasonably alike.

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By MR. HARING—*next month*:

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## Solicitation of Accounts Does Not Require an Elaborate Sales Force

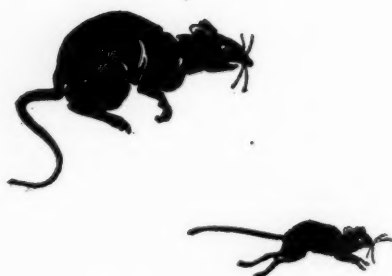
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## How Atlas Company Has Developed

# A Profitable Side Line

with a Pest-Exterminating Department



K. H. LANSING

tells how a Philadelphia company has successfully developed a full-fledged pest-control service which is adaptable, with a relatively small initial investment required, to the small-town household storage plant.

WHEN Walter E. Sweeting, president of the Atlas Storage Warehouse Co., Philadelphia, some years ago erected the company's present large building at 4015 Walnut Street he installed therein a special gas vault for the fumigation of upholstered furniture, carpets, rugs, draperies, furs and garments. The control measures were aimed particularly at such common pests as moths and carpet beetles, with treatment applied before the goods were placed in storage in the building. As there was an increasing demand for such service, various facilities for the demothing and mothproofing of household goods were added, both in storage and on the premises of the customer.

Properly advertised, the service grew, and Mr. Sweeting seriously began to study the possibility of gradually broadening the service into complete control of pests in dwellings and other buildings.

This, of course, entailed much research and experimentation. Already the company's demothing work had called for the setting up of an embryonic chemical laboratory and the development of both motor-driven and hand-operated machines. As time went on, this was expanded into a completely equipped laboratory, where control formulas, some of them developed by Mr. Sweeting with signal success, were originated and worked out.

In August, 1933, Mr. Sweeting hit upon the plan of inaugurating a separate department for general pest-control whether in the Atlas building or "on call"; in other words, he saw the possibilities in, and decided to launch, an exterminating department.

The list of pests under this plan was

made to take in, as already mentioned, a wider range than insects. It included the following: rats, mice, roaches, water bugs, bedbugs, fleas, moths, carpet beetles, ants, silverfish, centipedes, termites; and roosting birds, particularly starlings, which have become a serious nuisance in numerous cities, including



Philadelphia. To termites, which have become a menace in many localities by reason of their wood-boring proclivities, a little space is devoted further on, because of the importance of the subject.

The list of pests, however, by no means ends here, for emergency problems occasionally have arisen, such as special calls to exterminate daubers, or mud wasps, which infest dwellings; and corn weevils, which may spread throughout a kitchen cabinet from their original point of infestation in a single small sack of cornmeal.

Realizing at the outset that a vast lack of knowledge of its problems must be overcome, Mr. Sweeting engaged the services of two men who had specialized in this subject, to lend the benefit of their experience in an advisory capacity. These are Ernest D. Wilson, Ph.D., New York, who acts as technical director of the department, and Edward H. Goldman, A.M. Dr. Wilson, a consulting chemist of note, long has been conversant with the habits and control of termites and certain other insect pests, through exhaustive studies in that general field.

Mr. Goldman, a biologist specializing in entomology, now an instructor in the public schools, can instantly identify any specimen of insect or pest.

Meanwhile, Tom Sweeting, son of the Atlas company's president, was trained to take on the management of the new department. Young Sweeting studied chemistry and entomology; and, donning overalls, was given a thorough course in practical extermination work, including termite control.

Miss Martha R. Servis, secretary to President Sweeting, had been handling the moth control work some time prior to the opening of the department. Its personnel was further built up by the training of two men for the general service work a book-keeper and a clerk, the two dividing their time with other Atlas duties.

From the start it was the purpose to "sell" the exterminating department to the prospect and customer exclusively on a service basis,

there being no attempt to develop the work as a merchandise-selling scheme. No materials or mechanisms are sold. Adherence to this policy is more readily understood when it is realized that machines for department work occasionally have been devised by Atlas and built to company specifications, and that formulas for the control of certain pests on the list have been developed and prepared in the Atlas



laboratory. In fact, new and original formulas constantly are being planned and worked out, wherein two goals always are being sought. One is for material which will make a faster kill; and the other is reduction of cost. There are special control measures for nearly every kind of pest considered.

The field of operations covers the household effects in the customer's home, whether private residence or apartment house; and it should be kept in mind that no building of any size in which food is kept, or handled to any extent, can be kept permanently free from some varieties of insect pests. That means hotels, hospitals and other institutions; restaurants, tea rooms and the like. Then there is pest control work to be done in banks, trust companies, and insurance companies; for the management and maintenance department of numerous kinds of buildings; in churches and rectories; in theaters; in libraries and museums; in drug stores; in athletic

and other clubs; in fraternity houses, colleges and universities; in mills and ships; and for real estate dealers. It would be extremely hard to exhaust the list of possibilities for the service.

Atlas developed its service to take in most of the foregoing sources, running the gamut from a Citizens' Conservation Camp to the Franklin Institute on the Parkway, and from the building of one of the largest insurance companies in the country, to private homes, as well as having contracts in Philadelphia with scores of apartments for weekly, bi-weekly or monthly treatments, to keep them free from pests. At present the area of operations is limited to a radius of not more than twenty miles from City Hall; but its service has been requested for points as far distant as 150 miles.

The department work, it was found, divided itself into two general types: (1) contracts, and (2) clean-ups. Contract work is done on an annual, or a

term contract, basis. This is to apply treatments at specified intervals, with additional treatments if found necessary. The contract usually applies to the larger places, while clean-ups, also known as "short jobs," relate to specific problems to be solved, usually in the house. This pertains particularly to the extermination of bedbugs, mice, roaches and the like, and the work is guaranteed for a specified period. In addition, there is the moth and carpet beetle work.

**E**XTERMINATION for institutions is usually competitive, while that for private individuals, with the housewife specifically in mind, is largely non-competitive. The reason for this is, that the housewife is not "broadcasting" that her house is infested with pests. Her normal inquiry is:

"How quickly can you do the work?"

She isn't apt to haggle, and the job is likely to go to the first contact when it is made through her.

The exterminating department is using chiefly three kinds of gas:

1. Hydrocyanic acid gas, which is economical, but lethal to anything that breathes.
- (2) Malium, not usually toxic to human beings.
- (3) Chlorasol, which is slower in action than the other two forms of gas, and not usually toxic in its effect on human beings.

Malium and chlorasol can be used in one properly sealed room of a house (such sealing being done with gummed tape over all cracks and openings) without persons in other rooms having to leave. The use of hydrocyanic acid gas, however, is dangerous to any person remaining in the house while it is in action, no matter how well the room in which it is present may be sealed, as a slight leak might prove fatal to occupants.

Advertising the exterminating department is accomplished in various ways. These include an illustrated page in the telephone directory, enumerating the chief divisions of the work and picturing the pests, with the following comprehensive announcement toward the bottom of the text:

"We render these and all other exterminating services in home, mill, factory, office building, ship, warehouse and elsewhere."

This advertising is reported to be a prolific source of business.

Other means of department publicity are printed circular letters to property owners; postcards setting forth either special phases of the service, or more comprehensive announcements printed on cards, postal size, enclosed in estimates, statements, bills and other outgoing mail; and direct solicitation by members of the staff. At times a special sign, advertising the department and its services, is placed on the lobby counter of the warehouse.

One of the circulars to property owners, signed by Tom Sweeting, manager, serves to give a comprehensive picture of the menace of the subterranean

*In the Atlas pest-control laboratory—microscopes, mortar and pestle, jellies and syrups in bottles and jars, test tubes, all suggest constant experimentation resulting in new formulas*



can termite, with an outline of Atlas control methods. It reads:

"There has recently been much discussion relative to the appearance of a little known insect commonly called the 'white ant,' or 'flying ant,' but which is actually the Subterranean Termite. Perhaps you have detected them in your own home or some neighbor has discovered their unwelcome presence, because Termite damage in Philadelphia and vicinity is rather common.

"However, so many exaggerated statements have been made on this subject that we enclose a reprint, from Engineering News-Record, of an article by Mr. A. A. Brown, Chairman of the Termite Investigations Committee, to help you to identify this insect pest and to be correctly guided in its control. The U. S. Bureau of Entomology has issued a warning to home owners against exaggerated and alarming statements by unscrupulous persons 'who are obtaining hundreds of thousands of dollars and rendering little or no effective service in return.'

"You need not be unnecessarily alarmed about Termites. Be certain that they are Termites—then correct the condition by the proper methods. Termites may make their presence known to you by the swarming of the flying form and by the apparent rotting of timbers, floors and walls. More frequently, however, they work unseen and have already done much damage by the time the unsuspecting property owner discovers them. If you have any reason at all to suspect the presence of Termites, it is wise to have your property inspected by a competent concern, especially since such an inspection is made without charge.

"Our Termite Control Service is prepared to solve this problem in a scientific manner for home and

## WORK REPORT

MATERIALS USED		EXPENSE		MISCELLANEOUS EXPENSE	
Breath	No.	S. S. Fare		Travels each paid for	
S & S	No.	Carfare		subsistence	
Ant	No.	Auto		and other expenses	
Phosphorus	No.	Taxi			
Pine	No.	Phone			
S & S	No.	Misc. exp.			
Beards	No.	Total			
Traps	No.	Auto Miles			
Disinfect	No.	Short			
		Travel			
		TIME			
Check conditions: Good Fair Bad Improving					
Recommend another treatment 193					
Remarks					
Cash) Collected \$ Operator					
Received collection Entered OK					

## WORK ORDER

Sanitation Department, ATLAS STORAGE WAREHOUSE COMPANY, Philadelphia

No. \_\_\_\_\_ Date \_\_\_\_\_

REMEMBER TO OBSERVE: All our employees. Telephone when in doubt. Never make experiments or promises without consulting office. Do not write on this order. Write report on reverse side. Read instructions on both sides and for recording.

Treatment Date	Hour	C. O. B.
Home		\$
Address		Phone
Work Address		Phone
Treat for		
Single Treatment	Contract	Fumigate Inspect
Special Instructions		

The above described work has been done satisfactorily.

Customer sign here \_\_\_\_\_

The work report and work order forms are opposite sides of the same sheet

property owners. We thoroughly impregnate all timbers surrounding the foundation wall, using special high pressure equipment and a chemical preparation that not only kills all existing Termites, but Termite-proofs the wood as well—giving lasting protection. We also destroy the Termite nests adjacent to the wall and treat the soil outside the foundations to create a practically permanent barrier against their return.

"We repeat—do not be unduly alarmed. If you believe you have a Termite problem on your property, one of our representatives will be glad to advise you without obligation. We are not alarmists. Our reputation for efficient, dependable service to property owners would not permit us to indulge in such methods. But call upon us without hesitation if you even suspect you may need us."

AMONG the high pressure equipment for termite control work, mentioned in the foregoing letter, is one designed and built to Atlas specifications. This device, motor-driven by electric power, is small, light and easily portable. After some research, special flexible tubing resistant to the special solution used for injection into the infested wood subject to attack by these pests, was obtained to complete the machine. There is also an electric drill, fitted with a special chuck to reduce the speed for wood drilling. Speaking of this machine, Manager Sweeting said:

"To our knowledge, there is no machine to do the work of termite control that can be purchased in the market. Ours was built to specifications under the advice of the department's technical director, Dr. Wilson."

This machine is kept in the laboratory, where also are placed the other electric power sprayers, including that for applying Konate for moth control; and the various hand-sprayers and dust gun. Here also are long, metal extension tubes, or pipes specially constructed for spraying a distance of forty feet into the air, and which are used on high buildings to destroy mud wasps and sim-

ilar pests. The laboratory is efficiently laid out so that the heavier objects, such as those mentioned, and the large drums and tanks of malium gas are all assembled in groups, on one side; while the experimental work tables, benches and shelves for canned and bottled chemicals, and bins for miscellaneous articles such as small accessories for the machines, occupy two sides of the space. The fourth side of the room is of glass, opening on a corridor.

A casual glance at one of the work tables might lead the spectator to think he had strayed into a kitchen, for here are a meat grinder, an electric stove, a mortar and pestle; knives, forks and spoons; and various jellies and syrups in bottles and jars. Perfume and essential oils also are used in deodorants and sprays. It might be added that experimentation has shown that neither malium nor chlorasol gas has a very toxic effect on rodents, though of course hydrocyanic acid gas is quickly fatal to them. Compilation of new formulas, and constant experimentation by Atlas in its control work, are necessary, inasmuch as there are no books covering certain phases of the work.

Among the especially effective formulas developed by President Sweeting are "cartet fumigant," with its own special apparatus, for application in hotels and apartments, and in small rooms and closets; one destructive to flees and red ants; another to ants; and still another formula, on which a patent is pending, for ridding buildings of roosting starlings.

As the subject of repelling these birds from high buildings it attracting almost nation-wide attention, a little special information thereon might not be amiss. Starlings have become such a pest in Washington, D. C., for example, that large sums are reported to have been appropriated for measures to drive them away.

In the Capital City and in some other municipalities, men from the ranks of the otherwise unemployed have been assigned to keep the birds from perma-

(Concluded on page 39)

## SANITATION

ESTABLISHED  
FUNDATION  
PROTECTION  
MERE-MAINTENANCE  
TERMS-PROVISION



## DEPARTMENT

ESTIMATOR  
NATIONAL ASSOCIATION OF  
ESTIMATORS  
AND INSPECTORS, INC.

Proposal submitted by

ATLAS STORAGE WAREHOUSE COMPANY

4315 WALNUT STREET, PHILADELPHIA  
1st Telephone Exchange 122 City Station, Berwyn

To \_\_\_\_\_ 193

We will supply treatments for the extermination of \_\_\_\_\_

from \_\_\_\_\_

located at \_\_\_\_\_

radio regular \_\_\_\_\_, inspection, and, upon request, supply additional treatment when-

ever necessary without extra charge, for a period of \_\_\_\_\_ year \_\_\_\_\_ from date,

for the sum of \$ \_\_\_\_\_ payable \$ \_\_\_\_\_ on completion of first treatment

will \_\_\_\_\_

Service shall be continued after one year of same monthly rate until either you or we give

thirty days written notice for its discontinuance. All treatments shall be considered satisfactory

unless notice otherwise is given in writing within ten days after date of treatment. If payments

are not made as specified above, the entire balance due on this contract shall become due

and payable upon presentation of invoice.

ATLAS STORAGE WAREHOUSE COMPANY

Accepted \_\_\_\_\_ By \_\_\_\_\_

Figure \_\_\_\_\_

Atlas Storage Warehouse Company carries adequate insurance covering its operations

The proposal form



# Let's Take the Family Album Out of Storage!

Success Stories

No. 122

Francis M. Brock

By Elizabeth Forman

Below, the Pasadena warehouse of the  
Lyon Van & Storage Co.

In oval, Francis M. Brock,  
president of the Lyon chain  
of warehouses operating in  
California cities



EVERYBODY knows about the boy who tied his wagon to a star. This is the story of a lad who was content with an ordinary hitching post.

(P. S.—His dreams all came true.)

The young man's name was—and still is—Francis M. Brock. The hitching post was in front of the village drug store in historic old Riverside, California, quite close to the famous Mission Inn where in the sunny patio the late Theodore Roosevelt planted the daddy of all the navel oranges in California. The druggist had an attractive and vivacious young daughter named Marybel.

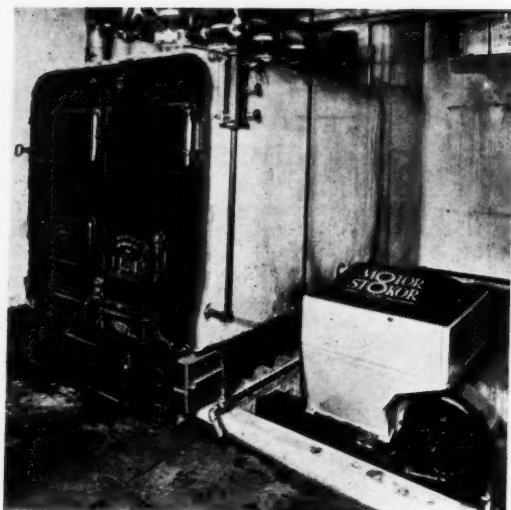
Mr. Brock was born in Crete, Nebraska. In 1894 he removed to Riverside when his father became interested in the movement to develop orange orchards on the reclaimed land of the desert where only sage brush was native. Young Frank lived on the ranch and helped with the work until he was old enough to go to high school. Those were the days when the Brock horses were usually to be found of a Saturday night tied to the hitching post in front of the town drug store.

By 1906 young Brock was ready to step out on his own and get a job in the big city of Los Angeles. In 1907 he joined the Los Angeles Warehouse Company and he has

been engaged in the warehousing industry ever since, embarking now on his twenty-eighth year. After remaining with the Los Angeles Warehouse Company until 1922, he became in that year manager of the Fireproof Storage Company of the same city. In 1924 the latter organization expanded by purchasing a business in Glendale. The same year Mr. Brock bought out the Glendale branch and established the Brock Van and Storage Company. In 1928, when the Lyon Van & Storage Co. was formed by the merging of twelve warehouses situated in eight cities in California, he became a member of the merger and was elected vice-president, which office he continued to hold until at the 1934 annual meeting he was elevated to the post of chief executive to succeed E. B. (Jay) Gould of San Diego.

Mr. Brock's activities in the civic affairs of Glendale are legion. He is a past master of the Lion's Club of Glendale, past master of Westlake Masonic Lodge of F. and A. M. in Los Angeles, a member of the Scottish Rite, a member of Al Malaikah Shriner's Temple, past president of the Glendale Community Chest, and a past president of the Glendale Chamber of Commerce.

(Concluded on page 39)



*Stoker (Motorstoker Corp. standard type) pitted to insure smokeless combustion with high volatile caking and coking coals. Hopper is filled by hand. Ashes are removed by hand. Coal is automatically fed from hopper to coal retort inside furnace below floor level.*

# Fuel Expenses

and how to cut them

By J. F. Springer

**L**ET us assume, as a fundamental proposition, that warehouses are operated to make money. There is an income. And there is an outgo. The profit lies between.

There are two ways of increasing this profit. One is by increasing the income. The other is by decreasing the outgo. Perhaps the former method is the principal reliance. At the same time, the second method has its advantages.

This article focuses upon the problem of how the outgo may be decreased. In particular, we are about to consider whether we may not seriously lessen the outgo in connection with the proper and up-to-date handling of the fuel question.

If a warehouse is heated to any considerable extent and if in addition steam is also used for power purposes, then we have the cost of fuel as an important item of outgo. Other things being equal, whatever brings down this expense will increase the profit.

Of course a warehouse in Honolulu may get along pretty well without spending money on heat. And, similarly, in some other locations. Again, the kind of business done by the warehouse may play a decisive part. If the job of the warehouse is simply to take care of a lot of pig iron, we will ordinarily not need to bother about keeping the iron warm, whether the warehouse is located in a hot or

a cold climate. On the other hand there may be a good deal of demand for heat where the climate is cold and where things are stored which cannot be allowed to undergo low temperatures.

In short, where artificial heat is required, whether in the office, in the warehouse proper, or in sections where men have to do in-door work in cold weather, there we have opportunities to cut down on the fuel expense.

So, likewise, wherever steam is wanted for the purpose of producing power, whether the power is utilized to operate dynamos or to run steam engines in mechanical service, there fuel will ordinarily be required. Conceivably, a warehouse may be located right at a waterfall and may, in consequence, get its power and light from water-driven turbines. Such a warehouse may, in part, be independent of the fuel question. But not necessarily altogether independent, as waterfalls often fail and it becomes necessary to have recourse to fuel.

After all is said and done, warehouses—many of them—have fuel requirements. And some have heavy requirements.

In view of what has now been said, the cost of fuel is an important item to many warehousemen. For those who have fuel expenses that are moderate or large—for them this article will perhaps be of value.

**N**O general statement can be made as to the cost of heating and power. At the same time, something can be presented which may enable us to get a fair picture.

It is said that, in the section of the United States which lies west of the Mississippi River and north of the Ohio River, the warehouse spends around 1½ cents per square foot per year. So that a typical warehouse in this large territory, having say 200,000 square feet of floor area, would have a heating bill of \$3,000. If the warehouse is a large affair with 1,000,000 square feet, then the expense for fuel would amount to \$15,-

000. On Eleventh Avenue in New York City is a terminal warehouse using some 3,000 tons of coal. And there is another, in the same neighborhood, much larger. It may be that some of the coal is used for power.

Many concerns make their own electric current; and with this current they provide for light and for running such things as elevators, refrigerating machines, pumps, ventilating equipment.

## Modern Advances

**A** GREAT deal of progress has been made in the past forty years. A ton of coal can today be made to do a

lot more than was possible in the closing years of the 19th century. A gallon of fuel oil or Diesel oil can be made to deliver to profitable service much more than in the early days of the commercial oil burner. Research has gone on at a fast pace, and is continuing. We are making solid advances in wasting less and less of the coal or the oil. But, it is a notable fact that engineers and scientists do not expect to get 100 per cent of the value really in the fuel. There are too many avenues of loss that cannot at present be controlled. Nor will the future probably witness the closing up of all channels of loss.

At the same time, a great deal has been done. And there are many people unaware of it and so continue to waste more than necessity requires. We cannot save all, but we can save a great deal. Perhaps this article will stir some of those who are uninformed as to the possibilities. Let me say at once that these possibilities are very considerable. Big power houses run by public utilities are saving money. Why not warehouses? We may not be able to get in a small plant the full saving realized in the giant power houses. But we can follow only a few jumps behind.

#### Economy Is Possible

YOU as a warehouseman may be thinking: "Well, this is all very well; but, are the savings really worth while? Suppose I do go in for economy. Is the game worth the candle?"

Let me say at once, then, that unless you are already right up to the minute, down in your boiler room, you can probably save anywhere from 15 to 50 per cent, or more, on your fuel bill!

No exact answer can be given in advance of taking into consideration the individual conditions at your particular place. Conditions differ at different warehouses; and your present coal bill may be very moderate, even though there is a good percentage of avoidable waste. That is to say, you may be heating only the office or at most only a small amount of space. Even if you save half the bill, the amount of money may be small. If your whole bill now is \$300, then the saving of half means the saving of just \$150. That may or may not seem important. But if your coal bill runs into the thousands, the saving of half may seem splendid. In fact, the saving of 15 per cent may seem well worth while.

You may not be exactly up to date, but you may nevertheless have taken some of the steps indicated by modern

THE author of the accompanying text is nationally recognized as an authority on heating. Articles by him on efficiency, coal, mechanical stokers and combustion have appeared in numerous scientific and industrial magazines — including *Iron Age*, *Black Diamond*, *Colliery Engineer*, *Coal Heat and Power*, and have won him biographical sketches in "Who's Who in America" and "Who's Who in New York."

The warehouse executive interested in plant economy will be well repaid by reading what Mr. Springer here points out.

research and practice. Under these circumstances, the saving of so large a percentage as 50 may be out of the question. While I cannot say anything very exact, in the absence of information as to your conditions, nevertheless I can say something. If you are operating just about the same as the great majority of people who have to supply heating or power, then it is quite possible that you can save not less than one-third of your money expense. And get a better job, as part of the bargain. Even if you are doing better than the average, your money savings may easily amount to from 15 to 30 per cent. And here also a better job.

#### Who Should Investigate?

WHO should look into matters? Or, expressing it another way: Who should read and study the things I propose to put before you? In the first place, it is no job for the ordinary operating engineer in the boiler room. Much less is it a job for the fireman. These men may be doing their work

conscientiously. But they are limited to what they know. They cannot be expected to be right up with what scientific investigators have been finding out with respect to coal, methods of firing, and so on. Eventually, these men may come into the picture. What we are doing now is considering who should investigate things for your warehouse.

It ought to be a man of the grade of a high class executive. In addition to mental qualifications, he should be keen as to the money outgo. If you have men in the boiler room with qualifications like these, then by all means let them do the job of looking into the possibilities of making serious savings. Let the job be done, however, by someone who is, in every way, really capable of doing it. It is an executive's job, or perhaps for an exceptional chief engineer whom you may be fortunate to have in your boiler room.

After the executive has duly made inquiry and has informed himself as to what can be done and what others have done, he can form a pretty good picture of what should be possible in his own boiler room. So, when he goes down into the basement to put plans into execution, he will be in a position not merely to make suggestions to engineer and fireman, but he will be qualified to insist that these plans be carried out. He may meet silent and concealed opposition. The men who have been handling the boilers may think they know all about everything. That is more or less natural. They cannot be expected to know all about what has been going on in the world of investigation. But the executive who has taken the trouble to inform himself can be firm and can insist on what he wants done.

It will not be amiss, then, for the executive to know something of what results have been found by investigators of the United States Bureau of



Left, Motorstoker seven-spout ash distributor; all seven ashcans are automatically filled before any one needs to be emptied; coal is automatically fed through the long tube in foreground; no hopper. Right, Motorstoker used when coal is fed from bunker direct to stoker; no hopper.



Mines; by research workers of important engineering institutions such as Purdue University and the University of Illinois; and by the technical engineers of great boiler manufacturers like the American Radiator Company and the Kewanee Boiler Corporation. These men and others similarly situated have been finding out a great many things comparatively new.

I suggest, then, that *executives themselves* do the studying and reading of what I shall here offer. Don't delegate the job to someone else, unless there is certainty that the party is competent. What I shall have to say will be phrased in relatively plain language; one will not need to be a technical expert to understand the most of it. Intelligent business executives and high-grade men in other lines will be able to grasp what I will have to say.

Splendid savings can ordinarily be made—cuts in expenses that are really worth while. Accordingly, let us take the time and the trouble to consider the problem.

#### A Yardstick for Heat

**W**E cannot hope to do much without some means of measurement. If we want to save heat, we need a yardstick to use in the measurement of it.

There are two principal ones. There is the calorie—the big calorie, to be exact. This comes, apparently, from the French. The other is the British Thermal Unit. The BTU. Its name tells us whence it comes.

These yardsticks are not discordant. They are simply different in the amounts they cover. That is to say, one is simply four times as "long" as the other. Both are employed in the United States. But the use to which the big French calorie is put, in the United States, is to measure such things as the heat of slow combustion produced in the body by our food. In industrial circles, in connection with the heat contained in oil or coal, in steam, etc., it is usual to measure the amounts of heat by the BTU. Up-to-date doctors and nutrition experts may tell us that a 9-inch apple pie is good for 1,800 calories. They could say—only they do not—that the pie will furnish 7,200 BTU. One big French calorie = 4 BTU.

Now, just what is a BTU? It is, as a matter of definition, the amount of heat absorbed by 1 pound of water when it warms up 1 Fahrenheit degree. And, if the reader wants to know, a French calorie is the amount of heat absorbed by 1 kilogram of water when it warms up 1 degree Centigrade. If the reader wants to test my statement that 1 calorie is equal to 4 BTU, he may do so by utilizing the facts that 1 Centigrade degree = 1.8 Fahrenheit degrees, and that 1 kilogram = 2.2 pounds.

#### Heat and Money Values

**I**T is the heat in coal and oil that interests us. We use these fuels to produce it. So, if we want to know how much this ton of coal is worth in money, or how much that gallon of oil

is worth, a principal question to be answered is: how many BTU does the ton of coal contain and how many the gallon of oil?

Coals differ widely. So also do oils. A pound of high-grade Pocahontas or New River coal will contain some 15,000 BTU. There are plenty of other soft coals which contain much less. Anthracite coals differ among themselves also. A very high-grade anthracite will contain some 13,000 or 13,500 BTU. Viewed from the standpoint of heat value alone, it may be said in general that 1 ton of anthracite can not be worth as much money as 1 ton of bituminous coal, of equal qualities. Many soft coals are, however, no better from a heat point of view than anthracites. Other things being equal, one coal is worth more or less than another coal in exact proportion to the relative content of BTU. A soft coal containing 12,000 BTU to the pound is worth 80% of another soft coal containing 15,000 BTU. If the better coal is worth \$6.00, then the other is worth just \$4.80. And no more.

Similar things are true about fuel oils.

#### Size of the Coal

**B**ECAUSE a lump of coal is big is no reason why it should be worth more in proportion to its weight than a lump which is small. Egg size anthracite is big coal as sizes go in anthracite coals. But, aside from the possibility of dirt or the like, egg anthracite is worth no more than No. 1 Buckwheat, which is rather small in size.

Yet the coal dealer charges more for the bigger size; in New York he charges a whale of a lot more. Why? Well, if you have the usual low-pressure heating boiler, you will probably have a good deal less trouble with the egg than with the No. 1 Buckwheat. There will be all kinds of air spaces in a pile of egg. And if the boiler manufacturer has given you a grate with big holes in it, the egg will stay on the right side, while the No. 1 Buckwheat may fall through to the wrong side. Big holes in the grate and big spaces among the lumps of egg coal tend to make it easy to keep a fire.

So the consumer who does not know that he can do something about it, goes on paying, say, \$12 for the egg, when he could be buying No. 1 Buckwheat for, say, \$7.10. Or rice coal for \$5.85.

At the present time, it is not necessary for the owner to continue to buy expensive coal. He can put in a grate with small holes and use No. 1 Buckwheat or rice. But, it is not quite so easy as that. He will need help to burn the small sizes. They may not fall through the small holes, but they will pack together, and thus make it harder to get the air to go through the fuel bed from below up. The owner will need help. And help is available. The warehouseman is situated much the same. If he wants to change from big expensive coal to small inexpensive coal, it is not simply a case of taking out the grates with big holes and putting in grates with little holes. Help is needed; and one of the purposes of this article is

to give some guidance on this point. And, later on, perhaps, to give explicit directions. At present, I am stirring people up. And that job is enough for this first article.

The egg coal and the smaller sizes are, if they come from the same source, precisely the same coal. One is no better than another, from the point of view of heat, provided you are fixed to burn the small sizes satisfactorily. It is barely possible that the small sizes might contain a little more dirt. There may be some minor differences.

The important thing just now is to realize that if the change can be made from egg or stove coal to rice coal, then the coal bill is more than cut in half. At one stroke. In New York, egg is selling at \$12 and rice at \$5.85.

As to fuel oil, similar remarks apply. So also with respect to different sizes of soft coal. Run-of-mine is one price and slack is another. Among the hard coals, screenings sell at a low figure. Apart from the matter of dirt, screenings should be just as good as the larger sizes. This small coal is a product of the coal yard. This seems to be the usual situation. Consequently, there is not an unlimited amount available. In New York, anthracite screenings might sell for, say, \$3.61. A good idea is to mix screenings with soft coal.

#### Oils

**A**MONG the fuel oils, we have six grades. They are numbered from 1 to 6. No. 5 is the Government Bunker B, and No. 6 is the Bunker C. In general, the price per gallon goes down as the number of the oil goes up. No. 2 oil is more expensive per gallon than is No. 5. And No. 6 sells for less than No. 5. Further, the higher the number the lower the specific gravity. They all are lighter than water, although No. 6 comes pretty close to being just exactly as heavy as water.

Now, the reader may think it remarkable when I say that the cheaper the oil, the more heat units it contains. This is generally the case. No. 6, cheapest of all, is the best of all, from a heat point of view. No. 5 oil of a certain high grade quality contains 148,848 BTU per gallon; while No. 3 of the same quality contains 138,926 BTU. You would expect to pay 7 per cent more for the No. 5 than for the No. 3. But that is not the case. You pay less.

All this apparent lack of harmony is perhaps too complicated a matter for discussion here. Suppose then we disregard, for the moment at least, the why and the wherefore.

Here is something practical:

If we can substitute No. 5 for No. 3 we get more heat for less money. Similarly, if we can change over from No. 5 to No. 6, we will make money; because, just as before, we get more BTU for a lesser sum of money. Why isn't everybody doing it? Well, that is another story. It is largely ignorance, no doubt. Just as with coal.

The reader may wish to have some

exact figures as to prices. I give retail delivered prices in Manhattan:

Grade	BTU Content Per Gallon	Price, in Cents, Per Gallon
No. 2.....	137,402	7
No. 3.....	138,926	7
No. 4.....	146,267	6 5/10
No. 5.....	148,848	.044
No. 6.....	153,597	.0357

The foregoing figures, in so far as they relate to the BTU content, allude not to any old oil but to one of the best qualities sold in the New York district. I imagine, however, that the reader interested in other oils, in New York or elsewhere in the United States, will not be far wrong if he assumes that the relative BTU contents will run proportionally with these for the grades from No. 2 to No. 6.

#### Coal or Oil?

HOW many gallons of fuel oil are equal to 1 ton of coal? This is really a foolish question, if asked in just that way. But it is not at all a foolish thing to ask the question thus: How many gallons of such and such oil are equal to 1 ton of such and such coal?

When we specify exactly what quality of oil and what grade, and what quality of coal, then we become wise men.

Answers to questions like this one point the way to important economies. If exact analyses are available, and other characteristics, we will be able to determine the precise money value of 1 ton of the coal and 1 gallon of the oil. In the old days, some little attention was paid to large matters of quality, but many seemed to think that coal was coal and so just buy the cheapest per ton. But really progressive people nowadays do nothing of this sort. Coal is not, for them, simply something black that you burn in the furnace.

I shall not be able to answer the foolish question as to how many gallons of fuel oil are required to equal one ton of coal. But, if the warehouseman seeking information gets down to exact details, then good answers can be made.

However, one thing at a time. Let us stick, for the moment, to heat value. Accordingly, let us suppose, for example, that we wish to compare the following two fuels:

1. Rice anthracite of moderate quality, with a heat content of 12,500 BTU, per pound.
2. No. 6 fuel oil of moderate quality, with a heat content of 150,000 BTU, per gallon.

Now, we can give an answer to the question as to how many gallons of this oil are equal to 1 ton of this coal, because we now know some precise facts.

We readily calculate that 1 ton, or 2,000 pounds, of the coal contains just 25,000,000 BTU. And, by dividing this figure by 150,000, we get our answer.

One ton of the coal = 166  $\frac{2}{3}$  gallons of the oil. Putting the rice coal at \$5.85, we can soon calculate that, with the coal at this price, the oil should sell for 3.51 cents per gallon, if the two are to be put upon an equal basis.

#### Equipment

NO doubt there are numerous cases where hand-firing has resulted in keeping costs within bounds and where in addition the quality of the service has been uniformly satisfactory. At the same time it can hardly be questioned that the practice of running a boiler room without modern equipment is rapidly becoming obsolete.

There are things which can be accomplished, by suitable equipment, that no fireman, however expert or experienced, can hope to do. To mention just one:

The best fireman will open the furnace doors in order to put on fresh coal. He is compelled to do it. And, accordingly, is not to be criticized. Nevertheless, this opening of the fire doors is all wrong. The fire is chilled. Unnecessarily large amounts of air are admitted. This extra air is not needed by the fire. At the same time, the chimney has the job of getting rid of it. Unfortunately, cold air will not go up the chimney, and so this extra air has to become heated. Consequently, a lot of heat goes up the flue and helps to heat up the out-of-doors.

With certain equipment, the fire doors are not opened. The coal is fed without putting it in through openings at the front of the furnace.

This single matter of keeping the fire doors closed is an example of what the good fireman cannot do, or which may be done better by other means. And so the industrial and heating world is coming to see that mechanical and automatic equipment is not only better than the ordinary fireman but so much better that there is really no comparison. I am not to be understood as saying that the fireman's days are over and that soon he will have no job. In many cases, the fireman's work is so light that he can be released to other things. His attention may be required. But only at longer intervals. And head-work may often be the greater part of what he has to do.

Equipment is bringing costs down. Partly, from reduction of labor. The fireman can go off to other parts of the building and perhaps run an elevator, or assist with loading or packing.

#### Examples of Saving

BUT perhaps the greatest reductions in costs are due to the following:

1. Burning of cheaper coal.
2. Reduction in tonnage.

With suitable equipment, the more expensive coals can often be replaced by coal costing only 83 or 65 or 50 per cent of the price paid for the coal customarily used. This is no fairy tale. Many people are enjoying the wonderful reductions in expense brought about by the simple fact that cheap coal can be acceptably burnt, provided the means are there to handle it.

And, when a big reduction is realized in the price per ton, this should be all the more appreciated when it is combined with a big reduction in the number of tons required. And many people have found that this is nothing imaginary. Cold, hard experience has shown

that 10, 20 or 25 per cent can be cut off the tonnage, even though the cheap coal is being used.

Perhaps the reader would like to have some actual cases. In this article, I do not want to go into the finer details. But I do want to cite cases—real cases. Not cases where the savings were on paper, but cases where actual experience showed what was done.

I will begin with some stoker experiences. If you do not believe what I report, write to the people and satisfy yourself. Take the case of the City of Boston. Under date of July 23, 1931, John J. Murphy, engineer, reported experiences at the Refectory Building, Franklin Park. Hand-firing had been employed; but during the winter of 1930-1931 a high-grade underfeed stoker fed the fire. Egg anthracite had been employed; but with the advent of the stoker, soft coal was substituted. Mr. Murphy says: "This is the first year in the history of the building that we have experienced uniform heat regardless of the temperature outside." So much for the quality of the job.

In the preceding winter, 159 tons of egg coal were burnt at a total cost of \$1,925. The next winter, when the stoker was on the job—that is, in 1930-1931—118.2 tons of soft coal were consumed, the total cost being \$677.29.

Here we have a saving in tonnage of 25.8 per cent. Was the cheap coal acceptably burnt? Well, you have already read what Mr. Murphy says about the way the building was heated. But, how about smoke?—soft coal, you know. Before that they had had anthracite. Well, read something else that Mr. Murphy says: "This automatic burner has been entirely satisfactory and very dependable. It has been smokeless in its operation."

A better job, with cheap coal and with less of it.

How much did they save? The cutting down of the tonnage to 74.2 per cent of what it had been, laid a generous foundation for a splendid saving in money. But the saving in tonnage is only part of the story. The new coal was \$6.70 per ton, while the old was \$12.11. Consequently, the new coal cost only 55.3 per cent per ton of what the old coal cost.

Here is some arithmetic:

New price = 55.3% of the old.

New tonnage = 74.2% of the old.

Multiplying price per ton by number of tons, we find the new cost was a marvel in saving:

New cost = 41.0% of the old.

I am not telling you what stoker they have up there in Boston. You can write to Boston and find out for yourself. Or you can write to me, care of *Distribution and Warehousing*. Perhaps, I ought to say just exactly when the winter of 1930-1931 is assumed to have come to a close. The engineer ends the winter on May 1. That would seem to be just about late enough.

Take another stoker case. Huberth &

Huberth is a real estate and management concern doing business at 2 Columbus Circle, New York City. J. J. Kennedy is a technical engineer on their staff. Mr. Kennedy has some interesting things to say. He reports on five buildings as follows:

Building	Savings Fuel and Labor	Per Cent Savings (Fuel Only)
A	\$2,847.00	36
B	2,936.00	45
C	2,314.00	34
D	2,730.00	35
E	1,612.00	21

These are pretty nifty savings, though they do not rank with what was reported from Boston. Mr. Kennedy says: "In this connection, it is interesting to note that the cost of the change-over represented approximately only 70 per cent of the first year's savings."

#### Other Things

**H**OWEVER, we are not tied up to stokers, by any means. They represent a wonderful step in advance; there is no disputing that. And we are more or less entitled to understand that, in the foregoing cases, the stoker may not have stood alone as the money-saver.

There are all kinds of automatic and semi-automatic controls. Some are attached here, some there. They regulate. That is, they act as bosses. They direct—that is, in effect they give orders. The weather changes, the steam gets too high or too low. The automatic controls swing into action and make corrections.

An active cousin of the stoker is perhaps the furnace carburetor. I have not the space now to go into much detail. But let us have a few points. In reality, the furnace carburetor—and there are a number of real engineering devices of this type—is scarcely a competing piece of equipment. The stoker is, as its name implies, a feeding device. The carburetor, on the other hand, does no feeding at all. The fireman still has the job of putting in the coal. It performs a quite different service. That is to say, it supplies heated pressure-air on top of the fire. It provides for increased com-

bustion—managed combustion. I am now not speaking of a lot of contraptions which provide for heating top air, but put no pressure behind it; consequently, it is rather difficult to see how they can supply top air in sufficient amounts—except, perhaps, in exceptional cases. I am speaking of equipment which provides two drafts, both forced. And one of them hot.

Stokers and carburetors are not at all competing devices. In fact, they would seem capable of cooperating—each performing its proper service. Let us have a case or two, in which furnace carburetors are the heroes.

The Guardian Life Insurance Company of America has its headquarters at 50 Union Square, New York City. B. B. Pouncey, assistant manager of the mortgage department, has some interesting remarks relative to the company's experience with furnace carburetors. He reports (May 20, 1933):

"We have cut the size of coal used on our hot water heaters where we have installed the coal carburetors from egg size coal to rice. Consequently, we have made a considerable saving in the difference in cost between these two sizes. In addition, we have on a conservative estimate made a saving in the tonnage consumed on all installations of 25 per cent."

Edward P. Hamilton & Company is an old real estate concern doing business in New York City and in Orange, N. J. They report as to carburetor equipment installed on the heating boiler and tank heater in an apartment house in East Orange, N. J., under date of April 7, 1933. They make comparison between similar periods in two separate years, one when no carburetor was in use, and one when one was on the job. The cost figures were, respectively, \$1,479.28 and \$819. And this, despite a much colder winter. "We find we have only about one-half as much ashes, and very much less attention is required." "The saving amounts to approximately a 100 per cent yearly return on our investment." These people accordingly saved 44.6 per

cent on their coal bill in a much colder winter.

#### A Recapitulation

1. Saving money is secondary only to doing more business or getting better prices.
  2. Many warehouses are spending a good deal of money on the fuel used to give them heat and power.
  3. Public utilities producing power are leading the way in showing how to save on coal and oil. Particularly, the big companies.
  4. The ordinary warehouse which spends a considerable amount on its heat and power has a wonderful chance to save a lot of money by getting in back of modern progress and following out the lines indicated. Unless a warehouse has already gone ahead and ranged itself with the leaders in economic advance, it can save anywhere from 15 to 50 per cent on its fuel costs.
  5. Matter should be investigated. This article indicates some of the lines of inquiry that should be followed out to a finish.
  6. But only highly competent persons should be relied on for this inquiry. In general, inquiry should not be made by boiler room people. There may be some exceptions. A competent executive, who is also watching the money outgo, is the proper party.
  7. Is big expensive coal better than small inexpensive coal that comes out of the same mine?
  8. Is high-priced fuel oil better than the low-priced varieties from the same refinery?
  9. Comparison of coal and fuel oil.
  10. Actual examples of decided savings accomplished by change to cheap coal plus the equipment necessary to burn it competently.
- There are no examples in what precedes of the savings possible by the utilization of the lower-priced grades of fuel oil. Perhaps, however, what has been said is enough for the present. We may have a chance at oil in the near future.

### Coordination of Rail and Highway Transport Abroad Is Subject of New Department of Commerce Book

**T**HE United States Department of Commerce has just issued a 426-page book which, titled "Railway and Highway Transportation Abroad," is a study of existing relationships, recent competitive measures and coordination policies in about eighty foreign countries. The volume must be invaluable to students of highway and railway transport services, and is expected to be followed by Government studies pertaining to land-transport rate-making policies and vehicle and fuel taxation abroad.

When President Roosevelt approved the Emergency Transportation Act he requested comprehensive research in the transportation field, and the President's

Transportation Committee was created with Daniel C. Roper, Secretary of Commerce, as its chairman. This committee, believing that it would be advisable to ascertain the experiences of foreign countries in connection with similar problems, directed the Transportation Division of the Bureau of Foreign and Domestic Commerce to undertake such a survey. The study now issued in book form is based on that survey.

It is explained in the book that the purpose of the survey was "simply to relate facts as they were reported, without attempting to compare them in any way with existing condition in this country, or to bring out any criticism unduly

for the purpose of organizing opinion in favor of any form of transport.

Facilities offered by foreign railroads through the use of unit containers and container cars are described in one of the chapters. Another chapter covers store-door delivery services and terminal developments.

The book contains twenty-seven illustrations, maps and charts and a number of appendices.

Copies may be obtained, at 50 cents each, at any of the Bureau of Foreign and Domestic Commerce offices located in important cities, or directly from the Superintendent of Documents, Washington, D. C.



# FROM THE LEGAL VIEWPOINT

By  
LEO T. PARKER

## As to Legality of Printed Notices

FREQUENTLY the Courts have been requested to decide this question: Is a bailee for hire [warehouseman] liable for the value of the goods which were destroyed, during the bailment, by a fire which was not caused by the negligence of the bailee, in the absence of an agreement expressed, or fairly implied, enlarging his ordinary liability as a bailee?

Another important legal question is as to whether a warehouseman, or other bailee, is liable under all circumstances for the value of lost or destroyed merchandise where it is shown that the bailee removed the goods from the location where he had agreed with the owner to keep them.

Various Courts have held that the rule seems to be firmly established that printed conditions on ordinary papers, as letter-heads or bill-heads or order blanks, not specially referred to or called to the attention of the other party to the contract, will not be regarded as a part thereof. This is true because such documents are not deemed to be contracts.

All of these points of law were ruled on in the recent case of *Constantian v. Mercedes Benz Co.*, 39 P. (2d) 496, Los Angeles.

In this instance it was shown that a bailee, as a warehouseman, accepted delivery of several Oriental rugs. When accepting delivery he signed a paper at the top of which were, in capital letters, the words "Delivery Sheet." At the bottom, following the space left for description of items delivered, there was this printed line, in ordinary type: "Renters [bailees] responsible for loss or damage of goods while in their possession."

The bailee kept a portion of the rugs in the location in which he had agreed to store them; but without consent of the owner, he took the balance to another place. All of the rugs were destroyed by fire, and the owner sued the bailee for the value of all of the rugs.

In holding the bailee not liable for the value of the rugs left at the place where it was agreed with the owner that they would be kept, the Court said:

"Upon the facts shown in the present case, we are satisfied that the printed statement in the 'delivery sheets,' to which we have referred, was not a part of the contract between the parties. . . . In the ordinary course of business, one signing a 'Delivery Sheet' would know that he was acknowledging a receipt of

the goods. He would not know that he was making a contract, or changing the terms of liability which the law imposed upon him as purchaser or bailee of the property delivered to him. . . . There is no evidence that the printed matter at the bottom of the delivery sheets was ever brought to the attention of the plaintiff [owner], other than as that fact may be inferred from the fact that the delivery sheets were in defendant's possession."

It is important to know that the Court held the bailee liable for loss of the rugs removed from the agreed location, and said:

"Without permission or knowledge of the plaintiff [bailor] and contrary to the terms of its agreement, the defendant removed the rugs and furnishings included in the first transaction. By reason of this fact we think that the de-

**Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.**

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endant [bailee] made itself liable for the loss which followed, and which would not have occurred if the goods had not been so removed."

Therefore it is quite apparent that a bailee, or warehouseman, is not liable for loss, theft or damage to goods stored at the place agreed on, if such loss, theft or injury did not result from negligence of the bailee. This is true although on an ordinary receipt of delivery the bailee agrees to assume responsibility. However, the bailee is liable under any circumstances for loss, theft or damage to merchandise which he takes or removes from the place in which he agreed to keep it.

It is interesting to observe that in one leading case, *Taussig v. Bode & Haslett*, 134 Cal. 260, the Court held that the owner of goods deposited by him in a warehouse was bound by conditions printed plainly on the face of the warehouse receipt. This Court stated that it was the duty of the owner of the goods to take note of the contents of the receipt, if he had the opportunity to do so. However, the important reason for this decision is that the Court held that a warehouse receipt is a contract between the warehouseman and the owner of the goods.

## Chattel Mortgage Is Held Void

VARIOUS Courts have held that a chattel mortgage which is not properly recorded is void and unenforceable, with respect to innocent purchasers of the mortgaged property. Another important point of the law is that although a chattel mortgage is recorded, yet it may be void because the consideration as expressed in the mortgage is insufficient or incomplete.

For instance, in *Arnesto Co. v. Brush*, 175 Atl. 902, Bogota, N. J., it was disclosed that a mortgage was properly recorded, together with an affidavit made by the owner of the property to the effect that the consideration which the mortgagor had received for giving the mortgage was certain promissory notes. However, the affidavit failed to explain the reason why the owner of the goods owed the amount of money specified in the notes. Therefore, the higher Court held the mortgage void, and said:

"The mortgage was indeed recorded with an affidavit by the mortgagee stating that the consideration was certain promissory notes aggregating \$3,600, but such a statement of the consideration is insufficient, since it does not show the consideration of the notes, and so the mortgage was void as to creditors."

## Purchaser Relieved From a Contract

IN all legal controversies involving a sale contract the legal question is presented as to whether either of the contracting parties breached the contract. In event of a breach by one party, the other contracting party is relieved from further obligations. Moreover, any deviation by either party from an agreement as to the contract price to be paid on presentation of a warehouse receipt involving the sale of stored merchandise is a breach of the sale contract.

For example, in a very late case (152 So. 105) it was disclosed that the owner of merchandise stored the goods in a warehouse and receipted a negotiable warehouse receipt. Later he sold the goods and, instead of tendering the negotiable receipt with a draft attached for the agreed contract price, he attached a draft for \$1,000 more than the contract price.

The legal question submitted to the Court was whether the purchaser was bound to accept the merchandise.

It is interesting to observe that this Court held the purchaser relieved from obligation under his contract.

### What Is Infringement of a Trade Name?

MANY Courts have held that the adoption and use of a name by a warehouse company is illegal if the name is so similar to that of another warehouse firm that the public is likely to be confused. Moreover, the second or last firm to adopt the name may be prevented or restrained by the Court from using it and may be liable in damages. This phase of the law was discussed in the recent case of *Delaware, L. & W. R. Co. v. Lackawanna Motor Freight Lines*, 175 Atl. 905, Jersey City, N. J.

In this instance it was shown that the Delaware, Lackawanna & Western Railroad Company filed suit against the Lackawanna Motor Freight Lines, contending that the latter was infringing its trade name because for 50 years the plaintiff had, in conjunction with its railroad business, invested upwards of \$300,000,000 in its transportation business, property, and facilities, and that for more than 30 years it has used the name "Lackawanna" to designate certain special or joint transportation services, and that the name "Lackawanna" had been accepted as its trade name by its patrons and shippers.

The Lackawanna Motor Freight Lines is a New Jersey corporation operating motor freight lines. It was organized in 1933 and operates over a route similar to that previously established by the rail carrier.

Counsel for the motor freight organization contended that the railroad was not entitled to an injunction restraining the former from using the word "Lackawanna" in its trade name unless damages were shown or proven. With respect to this point of the law the Court said:

"In order to obtain relief in the instant case, the complainant is not required to prove damage. The mere use of the name in such a way that it is calculated to confuse and deceive the public into the belief that the defendant's affairs are those of the complainant is sufficient; and a fraudulent intent need not necessarily be shown to invoke the aid of the Court, the test being: Is the resemblance calculated to mislead or confuse, to the complainant's damage?"

Also, it was argued by counsel for the motor freight line that the word "Lackawanna" is a geographical name, being the name of a county in Pennsylvania; and that therefore such a name cannot be exclusively appropriated by the railway company. In refusing to uphold this contention the Court said:

"While the use of geographical names cannot ordinarily be monopolized in trade circles, still the purpose, the manner, the association, and its identification with the business of the complainant entitle the complainant to object to the manner of its use. . . . It is not necessary that one using a trade name which interferes with another's prior right should have adopted such name with intent to deceive the public or to injure that other."

Therefore it is apparent that Courts

will not permit any newly-organized firm to adopt and use a trade name which is so similar to the name of a previously-established company that confusion may arise in the minds of the public as to which firm is being referred to by an advertisement or announcement published by either.

### Liability for Transporting Furniture and Its Owner

THE law is well established that a person who hires a truck, not licensed to carry passengers, to transport his furniture, and who, with the consent of the driver, and without any agreement to pay, takes a seat with the driver to make the trip with the furniture, is a mere guest to whom there is no liability for an injury, unless it is proven beyond a reasonable doubt that the injury resulted from gross negligence by the driver of the warehouse truck. However, under the same circumstances the warehouseman is liable for loss or damage to the furniture.

For illustration, in *Te Selle v. Terpstra*, 38 P. (2d) 379, Yakima, Wash., it was shown that the driver of a warehouse truck, while transporting furniture, had a wreck which destroyed the furniture and injured the owner of the furniture who, by permission of the warehouseman, was riding on the truck.

The injured customer filed suit against the warehouseman to recover damages for the injury. In holding the warehouseman not liable for the injury, the Court said:

"Clearly, it was a question of fact whether respondent [driver] was guilty of gross negligence."

However, it is interesting to observe that this Court held the warehouseman liable for the value of the destroyed furniture, amounting to \$600.

### Truck Owners Held Jointly Liable

IN all legal controversies involving injuries resulting from careless operation of more than one motor vehicle, the owners of such vehicles are jointly and proportionately liable in damages.

For instance, in *Missouri Motor Distributing Co. v. Barker*, 39 P. (2d) 544, Tulsa County, Oklahoma, it was disclosed that the drivers of two motor trucks contributed to an accident which resulted in a collision between one of the trucks and a passenger automobile, causing serious injury to the driver of the passenger car.

The injured driver filed suit against the owners of both trucks to recover damages. In holding both owners liable, the Court stated the following important law:

"Where the concurring acts of different persons, although acting independently, combine to produce a condition which is actionable negligence, each is responsible to the injured party for the entire result, even though the act or negligence alone of one sued might not have produced the result complained of."

### Warehouse Owner Is Exonerated

WHILE it is true that under ordinary circumstances a warehouseman may be held liable in damages for an injury caused by a driver of a warehouse truck violating a State law, yet circumstances may exist under which the injured party is not entitled to recover damages, particularly if the evidence indicates that the injured person failed to exercise care to safeguard himself against the injury.

This point of the law was discussed in the late case of *Tarry Warehouse & Storage Co. v. Price*, 76 S. W. (2d) 162, Texas.

The facts are that a large warehouse truck and trailer unit was stopped by its driver, in violation to a State law, partly on a paved highway. A mechanic went between the trailer and truck to repair a gasoline line. While he was in that position another truck collided with the rear end of the trailer, pushing it forward and seriously injuring the mechanic.

The injured mechanic filed suit against the warehouseman to recover damages. He contended that the warehouseman was liable because his driver stopped the truck on a paved highway in violation of a State law.

The lower Court held the warehouseman liable, but the higher Court reversed the decision on the ground that although the warehouseman's driver had violated the law in parking the truck, yet the mechanic should have exercised care to know that it was safe for him to go between the truck and the trailer. This Court said:

"The abstract statement is oftentimes made that a person is not required to anticipate that another will violate the law, but this is not a correct statement of the rule applicable. It is more nearly correct to say that he is not required to anticipate those violations he does not know of, or those which a reasonably prudent person similarly situated would not reasonably anticipate."

### A Municipality Cannot Tax Warehouse Trucks

CONSIDERABLE discussion arises from time to time as to whether a city may tax all vehicles which pass therethrough.

Generally speaking, an ordinance of this nature is void, particularly if no State law clearly authorizes the municipality to pass the ordinance.

Naturally a valid law of this nature would require the owners of all vehicles to obtain licenses, not only from the authorities of the place where their business has its headquarters but also from every neighboring town into which their casual engagements might call them or else unload their vehicles at the border line.

In the recently-decided case of *Lynch v. City of Long Branch*, 167 Atl. 664, it was disclosed that the city of Long Branch, N. J., enacted an ordinance which provides that it shall not be lawful, within the municipality, without a

license for the purpose, "to engage in or carry on any business, trade or calling in using any wagon, vehicle, stand. . ."

A corporation's employee was convicted by the lower Court of violating the ordinance for making deliveries from vehicles within Long Branch. The employee appealed to the higher Court and argued that the law was void because its passage was not specifically authorized by a State law which named certain kinds of businesses that municipalities may tax "or other kinds of business conducted in such city other than those herein mentioned."

In holding that the employee was not guilty of violating the ordinance, the Court said:

"The ordinance in the instant case imposes a tax for revenue, and it has been held in this Court, in construing a similar statute, that the situs of the business is the proper place for levying such tax. . . . The reason and spirit of the statute controls in its interpretation. It is not to be presumed that the Legislature intended to permit the imposition of a tax for revenue by every municipality into which the business extends."

#### Liability for Damage to Goods in Storage

**LEGAL EDITOR, Distribution and Warehousing:** We are interested to know what responsibility a refrigerated warehouse assumes in the storage of any commodity stored under the standard contract terms and conditions for cold storage warehouses.

This season we have had some trouble in the storing of California grapes in lugs. We have used customary precautions in the handling of this product. Our records show that our temperature and humidity were kept the same as in the past seasons. However, mold developed in two of these carloads and we are threatened with a suit by the storer. Our records show that we have not been lax in our attention to these grapes.

In obtaining information from other large refrigerated warehouses, we find a difference in opinion as to proper method of handling. Some warehouses advocate the use of circulating fans in the room; others do not. We also find a variance of opinions as to the proper humidity and temperature. In other words, there seems to be no standard practice with this particular fruit.

In your opinion, is the warehouse liable for damages after using all precautions in the handling and storing of these grapes?

**Answer:** Various Courts have held that a warehouseman is not liable in damages to stored goods if he introduces convincing testimony which proves that he exercised the same degree of care, in safeguarding the merchandise, as would have been exercised by other experienced warehousemen under the same situation.

In other words, as to whether you are liable for damage to the grapes depends on whether the condition causing the

damage may have been anticipated by other experienced and prudent warehousemen who operate refrigerated warehouses. If the condition which caused the damage is unusual and would not have been ordinarily anticipated, then you are not liable.

Also, if you can prove that your past experience has taught that grapes will be preserved by the same method or storage as utilized this season, then this testimony indicates that the condition causing the damage is unusual, which may relieve you from liability.

A warehouseman is presumed to anticipate all ordinary causes of damage and he must safeguard against these causes, but he is not expected to anticipate unusual causes of damage to stored merchandise.

The important question, when deciding a litigation of this nature, is: did the warehouseman exercise ordinary care to prevent the damage? If so, he is not liable.

#### Selling Goods for Charges

**LEGAL EDITOR, Distribution and Warehousing:** Kindly explain to us the legal procedure necessary when we want to sell goods to get unpaid storage charges?

Suppose the owner of the goods says that he did not receive the written notification. Are we liable?

**Answer:** It is well for you to know that State laws differ in details of procedure which a warehouseman must follow in order lawfully and without liability to sell stored goods for storage charges. Generally speaking, the laws require that it is necessary, first, to send a written notification to the owner of the goods notifying him that his goods will be sold unless the storage charges are paid in full; second, to advertise the intended sale of the goods for a period of time specified by your State law. Then the goods must be sold strictly in accordance with the provisions of your State statutes.

You must realize that on account of the complications of the legal procedure of selling stored goods, without liability, you should consult a local attorney who is familiar with warehouse laws and especially with details of the State statutes; otherwise you may not comply with such laws, which may result in your being liable to the owner for the value of the goods.

There seems to be considerable doubt as to whether the owner of the goods must, in order to relieve a warehouseman from liability, actually receive the written notification. The law is established that it is not necessary that the owner receives the written notice that the warehouseman intends to sell the goods. However, you should register the letter and get a return receipt, so that you can, if necessary, prove that you sent the notification to his last known address. Also, be sure to insert the required advertisements of the intended sale in a newspaper having a recognized circula-

tion, and not merely in any small paper which does not have a general circulation.

#### When Employee Goes with Competition

**LEGAL EDITOR, Distribution and Warehousing:** Recently one of our employees resigned and accepted a position with one of our competitors. This employee now directly solicits our customers. Our attorneys think that we can secure an injunction against this employee.

We would like to inquire if you are in a position to furnish us with cases on this subject. If you have any other data on this point we will appreciate your advising us.—*Union Transfer.*

**Answer:** Where a confidential employee leaves the employment of an employer and divulges such confidential information, or solely solicits customers of his former employer, an injunction may be obtained. However, if the employee solicits customers generally and only incidentally solicits your customers, while he solicits other prospects, the Court will not grant an injunction.

You can make valid contracts with employees by the terms of which they agree not to accept competitive employment. But the duration should not be more than one year after leaving your employment, and the territory in which the contract is effective should not be larger than the city in which you are located. See following cases, all of which are to the point: 151 Atl. 617; 290 Pac. 321; 268 Pac. 939; 12 N. Y. S. 898; 298 S. W. 295; 130 Pac. 1180; 161 Pac. 990.

#### Franchise Knowledge

**LEGAL EDITOR, Distribution and Warehousing:** We have recently started to make long distance hauls. We do not make daily trips, but once or probably twice a week, and not on any regular route or day of the week. Others have a franchise on some of these highways. Can we get in trouble doing this or not?—*Mueller Transfer.*

**Answer:** Yes, you can have considerable legal difficulty. Some States require payment of license for use of their highways. Such law is valid. I advise you to get in touch with your State Public Utilities Commission regarding obtaining a permit to do ordinary hauling within the State.

Many Courts have held that a private carrier is not required to obtain a permit from the Public Utilities Commission. Also, other cases have held that a common carrier, of your class, occasionally hauling promiscuous merchandise on a return trip, is not required to obtain a permit.

It is my opinion that you should obtain a permit or certificate from the Commission and you will eliminate considerable trouble and expense. Also you had best become familiar with license laws of States through which you transport interstate.



# Occupancy for Jan. 31

## Averaged 66.3%

Latest Mark 1.3% Below  
Level of a Year Ago

THE latest "occupancy and tonnage" release, issued in March, of the Bureau of the Census of the Department of Commerce, covering public merchandise warehousing, indicates that

the occupancy (provisional) averaged 66.3 on the final day of January. This compares with 67.1 per cent (final) on Dec. 31, 1934.

The provisional mark of 66.3 at the

close of January is 1.3 per cent lower than the occupancy figure (average for entire country) on the last day of the corresponding month in 1934. The percentage reported then was 67.6.

This past Jan. 31st's provisional 66.3 compares with the last-day-of-January marks of the seven preceding years as follows:

1928	1929	1930	1931	1932	1933	1934	1935
67.6	67.9	74.6	68.9	65.9	60.7	67.6	66.3

The tonnage figures in the accompanying December-January table indicate that during January a smaller percentage (by 3.9 per cent) of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In January, 415,686 tons (this figure being provisional) arrived at 980 reporting warehouses; of this, 344,859 tons, or 83.0 per cent, entered storage, the balance being delivered on arrival.

In December the total (final) arriving volume at the same number of warehouses was 445,289 tons, of which 386,826 tons, or 86.9 per cent, entered storage, the balance being delivered on arrival.

The provisional 83.0 per cent of the past January compares as follows with the January percentages of the seven preceding years:

1928	1929	1930	1931	1932	1933	1934	1935
83.3	73.2	74.8	80.1	80.5	81.6	78.1	83.0

### Occupancy

THE decline of 1.3 per cent in the country's average occupancy on Jan. 31 as compared with the mark recorded for the final day of January of 1934 was not reflected in Connecticut and New Hampshire and Vermont as a group, the New York metropolitan district as a whole, Michigan, Minnesota outside the Twin Cities, St. Louis, North and South Dakota, Nebraska, Kansas, Delaware and Maryland and District of Columbia as a group, North and South Carolina, Georgia-Florida, Alabama-Mississippi, Louisiana, Montana, Arizona and New Mexico, Washington, and Oregon, in all of which were reported gains. The sharpest advance was 14.6 per cent, in Brooklyn and in Alabama-Mississippi. The most striking recession was 23.2 per cent, in Idaho-Wyoming.

The table which follows compares the provisional Jan. 31 occupancy percentages of 1935 with those for the final day of January of 1934; and with those

## PUBLIC MERCHANDISE WAREHOUSING

DECEMBER, 1934 - JANUARY, 1935

Statistical data on occupancy and tonnage during the months of December, 1934, and January, 1935, as reported to the Bureau of the Census

DIVISION AND STATE	TONNAGE									
	Per Cent of Floor Space Occupied		Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.
NEW ENGLAND (Total).....	59.3	62.6	9,708	10,732	7.7	8.4	1,694	1,459	1.3	1.1
Vermont, New Hampshire and Connecticut.....	69.9	70.1	831	1,420	5.2	8.9	461	439	2.9	2.8
Massachusetts.....	58.7	63.2	6,801	7,518	7.8	8.5	958	889	1.1	1.0
Rhode Island.....	55.5	54.1	2,076	1,794	9.3	7.8	275	31	1.2	0.6
MIDDLE ATLANTIC (Total).....	68.7	69.6	148,878	171,839	21.1	24.3	6,976	6,085	1.0	0.9
New York Metropolitan District.....	71.0	72.1	128,544	148,230	24.1	28.3	2,270	2,056	0.4	0.4
Brooklyn.....	72.8	71.8	54,842	61,343	18.3	20.5	1,400	713	0.5	0.2
Manhattan.....	70.0	72.1	26,526	35,276	41.1	54.6	66	82	0.1	0.1
Nearby New Jersey.....	72.7	76.9	44,985	51,516	30.3	34.8	804	1,291	0.5	0.0
All other.....	26.9	29.3	191	95	1.6	0.8				
New York, except Metropolitan District.....	66.6	56.3	10,096	8,039	15.4	12.3	3,265	2,523	5.0	3.9
New Jersey, except Metropolitan District.....	36.4	37.2	677	641	7.1	6.5	29	1	0.5	
Pennsylvania.....	66.2	66.4	11,561	14,919	10.8	13.9	1,412	1,805	1.3	1.4
EAST NORTH CENTRAL (Total).....	69.6	69.4	68,659	76,363	20.0	22.0	12,492	10,826	3.6	3.1
Ohio.....	68.7	72.3	14,594	18,083	16.6	20.6	3,404	3,220	3.9	3.9
Indiana.....	53.6	47.1	5,435	7,025	17.9	22.7	1,561	1,557	5.1	
Illinois, except Chicago.....	70.2	74.7	2,089	1,826	10.1	8.8	2,486	1,895	12.0	0.2
Chicago.....	72.2	72.9	20,601	17,822	24.4	20.8	1,059	1,079	1.2	1.3
Michigan.....	81.3	76.0	21,080	26,538	26.0	32.4	2,023	1,529	2.5	1.9
Wisconsin.....	53.2	56.2	4,860	5,069	12.5	12.9	1,967	1,546	5.0	3.9
WEST NORTH CENTRAL (Total).....	71.4	71.2	25,343	31,307	16.5	19.2	7,109	6,781	4.6	4.2
Minnesota, except Minneapolis and St. Paul.....	72.8	75.1	746	482	10.0	6.5	574	486	7.7	6.5
Minneapolis and St. Paul.....	75.3	75.6	3,754	4,379	22.4	26.2	922	779	5.5	4.7
Iowa.....	50.2	54.9	2,486	2,752	11.8	12.9	772	794	3.7	3.7
Missouri, except St. Louis.....	65.1	62.4	6,265	6,624	20.0	18.7	1,093	1,041	3.5	2.9
St. Louis.....	83.1	82.4	5,326	5,530	16.3	16.4	354	734	1.1	2.2
North and South Dakota.....	84.3	86.3	2,694	3,844	13.6	19.4	1,174	1,095	3.9	5.5
Nebraska.....	68.8	68.2	3,052	6,230	18.2	30.5	1,613	1,143	9.6	5.6
Kansas.....	75.9	79.2	1,020	1,466	13.0	18.7	607	709	7.7	9.0
SOUTH ATLANTIC (Total).....	70.5	69.2	40,351	32,284	27.4	21.8	12,622	9,167	8.6	6.2
Maryland, Delaware and District of Columbia.....	68.4	67.5	15,385	17,651	15.0	17.0	4,839	3,351	4.7	3.2
Virginia.....	72.5	62.9	4,371	2,727	72.9	45.5	1,577	939	26.3	15.7
West Virginia.....	79.3	82.3	1,662	1,300	19.6	15.3	278	533	3.3	6.3
North and South Carolina.....	74.1	73.6	5,370	4,029	49.6	37.2	729	473	6.7	4.4
Georgia and Florida.....	75.4	72.2	13,563	6,577	70.3	34.6	5,199	3,871	26.9	30.4
SOUTH CENTRAL (Total).....	56.5	58.1	33,782	41,830	23.7	28.9	18,761	13,355	13.2	9.3
Kentucky and Tennessee.....	76.5	75.9	3,362	3,914	22.9	26.7	1,347	850	9.2	5.8
Alabama and Mississippi.....	74.7	70.6	2,712	2,224	42.1	34.6	1,114	717	17.3	11.1
Arkansas and Oklahoma.....	70.3	68.5	7,582	9,458	37.2	46.4	6,597	7,770	32.4	38.1
Louisiana.....	73.0	69.2	14,467	20,516	23.8	33.4	5,276	1,043	8.7	1.7
Texas.....	43.7	48.7	5,659	5,118	14.1	12.8	4,427	2,975	11.0	7.4
MOUNTAIN AND PACIFIC (Total).....	60.5	61.7	18,128	22,781	11.8	14.8	11,173	10,790	7.2	7.0
Idaho and Wyoming.....	66.1	64.2	463	513	14.2	14.7	762	981	21.9	28.2
Montana.....	74.7	79.7	270	215	7.8	5.2	348	291	10.1	7.1
Arizona and New Mexico.....	66.3	69.0	565	543	5.8	6.7	1,675	1,102	17.3	13.5
Utah.....	61.8	54.3	1,584	1,415	35.3	31.5	47	13	1.0	0.3
Colorado.....	58.1	60.1	1,326	1,550	8.7	11.2	740	732	4.9	4.7
Washington.....	60.7	58.3	1,712	1,657	9.9	9.5	2,396	2,643	13.8	15.2
Oregon.....	66.1	64.3	344	206	7.4	4.5	169	255	3.7	5.5
California.....	59.4	61.9	11,844	16,682	12.3	17.4	5,036	4,773	5.2	5.0
United States (Total).....	66.3	67.1	344,859	386,826	19.5	21.6	70,827	58,463	4.0	3.3

The figures for December have been revised; those for January are preliminary.

of the last day of January of 1929, which was the peak year:

	Occupancy End of January		
	1929	1934	1935
Massachusetts-Vermont	48.1	58.7	58.7
Massachusetts	58.9	58.7	58.7
Connecticut-N. H.-Vermont	63.3	68.5	69.9
Connecticut-Rhode Island	63.3	68.5	69.9
Rhode Island	63.3	68.5	69.9
New York Met. Dist.	55.4	69.0	71.0
Brooklyn	41.7	58.2	72.8
Manhattan	67.0	70.6	70.0
Nearby N. J. & other	72.7	70.6	70.0
Nearby New Jersey	88.0	72.7	70.0
All other	51.9	62.1	66.6
New York State	51.9	62.1	66.6
N. Y. State except Met. Dist.	72.6	62.1	66.6
New Jersey State	72.6	62.1	66.6
N. J. State except Met. Dist.	69.5	67.0	66.2
Pennsylvania	83.4	70.2	68.7
Ohio	74.0	67.8	53.6
Indiana	75.7	72.2	70.2
Illinois	76.0	80.2	72.2
Illinois except Chicago	67.6	76.2	81.3
Chicago	84.2	64.5	53.2
Michigan	80.8	63.8	72.8
Wisconsin	81.4	63.4	75.3
Minnesota	71.4	60.4	50.2
Minn. except Mpls & St. P.	80.8	63.8	72.8
Mpls & St. Paul	71.4	60.4	50.2
Iowa	80.8	63.8	72.8
Missouri	77.1	72.9	83.1
Missouri except St. Louis	93.9	78.0	84.3
St. Louis	81.1	65.9	68.8
North and South Dakota	78.3	72.0	75.9
Nebraska	51.3	66.7	68.4
Kansas	68.6	63.8	72.8
Del.-Md.-D. C.	83.7	63.0	75.4
Virginia and West Virginia	68.6	63.8	72.8
Virginia	83.7	63.8	72.8
West Virginia	68.6	63.8	72.8
No. & So. Carolina	68.6	63.8	72.8
Georgia-Florida	83.1	63.0	75.4
Kentucky and Tennessee	76.0	85.6	76.5
Alabama and Mississippi	83.4	60.1	74.7
Ark.-La.-Okla.	72.7	75.7	70.3
Arkansas-Oklahoma	81.4	63.4	75.3
Louisiana	86.4	58.5	43.7
Texas	71.1	79.3	56.1
Ida.-Wyo.-Mont.	77.1	69.9	74.7
Idaho-Wyoming	77.1	69.9	74.7
Montana	55.7	66.3	66.3
Ariz.-Utah-Neb.-N. M.	73.4	62.4	58.1
Arizona and New Mexico	72.9	51.0	60.7
Utah	66.5	64.2	66.1
Colorado	76.9	59.9	59.4
Washington	67.7	67.6	66.3
Oregon	67.7	67.6	66.3
California	1228	1125	1091
Average U. S.	67.7	67.6	66.3
Warehouses reporting	1228	1125	1091

Comparing the Jan. 31 occupancy percentages (provisional) with the final ones for Dec. 31 (shown in the Government's December-January table on the opposite page), it is disclosed that the advance of eight-tenths of 1 per cent for the entire country was reflected in Rhode Island, the Brooklyn section of the New York metropolitan district, New York State outside the metropolitan district, Indiana, Michigan, Missouri, Nebraska, Maryland and Delaware and District of Columbia as a group, Virginia, North and South Carolina, Georgia-Florida, Kentucky-Tennessee, Alabama-Mississippi, Arkansas-Oklahoma, Louisiana, Idaho-Wyoming, Utah, Washington and Oregon. Elsewhere recessions are indicated. The greatest gain was 9.6 per cent, in Virginia.

### Tonnage

AS ALREADY pointed out, the percentage of volume reported as having entered storage this past January, out of total volume arriving, was larger (by 2.2 per cent) than the percentage recorded for January of 1934.

Across eight years the January percentages by divisions are as follows:

	Percentage Entering Storage—January							
	1928	1929	1930	1931	1932	1933	1934	1935
New Eng.	77.6	80.6	81.8	73.1	79.1	88.6	81.1	85.1
Mid. Atl.	90.6	79.9	90.1	90.7	91.9	89.2	90.7	95.9
E. No. Cent.	87.7	85.9	88.3	82.7	77.7	85.4	82.5	84.7
W. No. Cent.	78.1	79.0	78.0	79.7	77.5	70.9	75.7	78.1
So. Atl.	81.0	47.9	41.3	81.5	83.8	83.7	71.3	76.2
E. So. Cent.	79.9	78.9	69.4	65.8	64.7	55.6	78.0	71.2
W. So. Cent.	75.4	81.4	75.3	81.8	74.0	70.2	63.9	63.0
Mountain	60.2	61.8	71.8	58.6	70.1	77.0	64.2	54.3
Pacific	80.6	57.1	64.8	66.3	71.9	68.8	58.6	64.6
Country	83.3	73.2	74.8	80.1	80.5	81.6	78.1	83.0

Comparing this past January's provisional percentages with the final ones reported for December of 1934, it is seen that the recession of 6.1 per cent was reflected in all nine sections.

By divisions, the comparisons follow:

	Percentage Entering Storage		
	Dec.	Jan.	Change
New England	88.0	85.1	-2.9
Middle Atlantic	96.5	95.5	-1.0
East North Central	87.6	84.7	-2.9
West North Central	87.6	78.1	-9.5
South Atlantic	77.9	76.2	-1.7
East South Central	79.7	71.2	-8.5
West South Central	75.0	63.0	-12.0
Mountain	57.6	54.3	-3.3
Pacific	70.7	64.6	-6.1
Entire country	86.9	83.0	-3.9

Occupancy and tonnage articles covering the Bureau's September-October and October-November and November-December releases were omitted from recent issues of *Distribution and Warehousing*, and for purposes of record the

### A Dismissal Order in Quaker City Receivership Case

THE United States Circuit Court of Appeals in Philadelphia has filed an order, *per curiam*, dismissing the appeal in the case of Charles O. MacDonough and George L. Morrison, receivers of Common Pleas Court No. 1, Philadelphia County, for the Quaker City Cold Storage Co., against W. E. Torrey and H. P. Serrill, receivers of the United States District Court, Philadelphia, for the same company, "and others." The order was filed on March 10.

The appeal harks back to the late summer of 1933, when, as reported by *Distribution and Warehousing* at the time, Judge Kun, in Common Pleas Court No. 1, appointed Mr. MacDonough and Mr. Morrison receivers following a suit against the storage company by Frances D. Harshaw, a bondholder, at about the same time that Judge W. H. Kirkpatrick in United States District Court appointed Mr. Torrey and Mr. Serrill receivers in equity, growing out of a suit against the company by M. Raymond Riley, a bondholder, of Maplewood, N. J. The double receivership was regarded as most unusual and extraordinary under the circumstances and appeal was taken by Mr. MacDonough and Mr. Morrison to establish which Court had jurisdiction in the case.

Meanwhile the Quaker City Cold Storage Co., which operates three large

following information is here set down:

As told in the January *Distribution and Warehousing*, the country's average occupancy (final figure) on the last day of August of 1934 was 66.0 per cent, which compares with 62.7 per cent as reported on the corresponding day of 1933, and with 71.9 per cent on the final day of August of 1929, the peak year.

Average occupancy (final figure) on the last day of September of 1934 was recorded at 63.9 per cent, as compared with 63.5 per cent in 1933, and with 74.3 per cent in 1929.

For the last day of October of 1934, average occupancy (final figure) was 63.2 per cent, as compared with 64.2 per cent in 1933, and with 68.8 per cent in 1929.

Average occupancy (final figure) for the last day of November of 1934 was 65.7 per cent, as compared with 65.2 per cent in 1933, and with 77.1 in 1929. The 77.1 mark for the final day of November of 1929 is the highest average reported since the Bureau began compiling these figures in January of 1928.

As has already been set down, the average occupancy for this past Dec. 31 was reported at 67.1 per cent. This compares with 67.4 per cent for the corresponding day in 1933, and with 75.9 per cent in 1929.

In September, 1934, 80.1 of total volume arriving at the reporting warehouses entered storage, the balance being delivery on arrival. In October the percentage was 82.3; in November, it was 84.3; and, as already pointed out, in December it was 86.9. These are the final percentages for those months.

plants, filed a petition for reorganization, under Section 77-B of the amended Federal Bankruptcy Act. A reorganization committee was appointed, consisting of F. M. Blodget, of Spencer, Trask & Co., New York City; William Fulton Kurtz, of the Pennsylvania Company for Insurances on Lives and Granting Annuities, Philadelphia, and P. Blair Lee, of Brown Bros., Harriman & Co., Philadelphia.

In dismissing the appeal of Mr. MacDonough and Mr. Morrison, the United States Circuit Court of Appeals held in its order of March 10 that "appearing the Quaker City Cold Storage Co. has filed a petition for reorganization under Section 77-B, the questions involved in this case become moot and the appeal is dismissed."

### Detroit Now Has Two Acme Firms

The Acme Storage Company, a household goods firm at 479 West Columbia Street, Detroit, has been reorganized. Richard H. Glendon is president and treasurer, and Hugh Stevenson is secretary and manager.

Ralph J. Dettling, who was the organization's manager, has formed the Acme Fireproof Warehouses, operating at 2286 St. Joseph Street.

# NRA Code Developments

## Warehousing's Three Codes May Be Consolidated by NRA Under a Single Master Pact

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

CLAIMING to have been misquoted, Donald Richberg denied that he had "suggested" to the Senate Finance Committee that 286 NRA Codes be allowed to lapse, among them the domestic freight forwarding industry's pact. Both the NRA and Mr. Richberg deny emphatically that the NRA Coordinator suggested that any of the present Codes be dropped. But the NRA admits privately that the 17 service trade pacts Codes are a "dead issue" as far as the Blue Eagle is concerned. However freight forwarding, warehousing and the like Codes are not classed as "service Codes."

One of the points developing with Congress seeking a new and better NRA is the simplification of all Codes. Regardless of what lists are published, it is known that Congress and the NRA are both seeking escape from the tangled Code mess. This will be obtained through master compacts.

Thus, it is forecast, the warehousing industry with its several branches—merchandise, refrigerated and household goods industries—will ultimately work under one master Code if there is a revised NRA. Congress as a whole is disgusted with the size and awkwardness of the NRA due to the multiplicity of pacts. And as future of the NRA is in its hands, this conclusion is reasonable. NRA officials admit privately that they are working for simplification or master codes as the only saving solution to hold industry under the Blue Eagle.

All industries which come under one broad classification of consumer service of a particular type will work under a basic or master Code.

### Richberg Statement

In a prepared statement as to just what he told the Senate Finance Committee "at their request," Mr. Richberg has this to say as to "the one possible method of reducing the number of NRA Codes and simplifying the administration:

"Withdraw the Federal Government from all compulsion (including Codes) with reference to the service trades.

"Require the administration to consolidate all small Codes: (a) with the appropriate larger Codes (thereby eliminating annoyances of overlapping and separate efforts to administer); and (b) with a limited small industries Codes—effective as to any small industry only when the true representatives of such industry subscribe."

In a notation Mr. Richberg adds this formula for solution:

"If all Codes covering less than 10,000 employees per Code are consolidated, as above suggested, 537 codes would be eliminated, without reference to service industries. This would leave 194 total Codes. If deduction is made for the 13 major service Codes, there would be 181 total Codes left outstanding."

Although Mr. Richberg, in his testimony to the Senate Finance Committee on the future NRA, comes out for simplification or master Codes, the NRA will not officially commit itself to that stand thus far. But from private statements and "off-the-record dope" there are enough signs shown to industry as to its future status with regard to the NRA.

—Edwin Hartrich.

## An Eight-Hour Day Is Opposed by Majority in Truck Industry

DISTRIBUTION AND WAREHOUSING'S,  
WASHINGTON BUREAU,  
1157 National Press Building

THE majority of the members of the trucking industry are not favorable to the establishment of a straight eight-hour day for their employees. This is based on the replies received by the national Code Authority to its questionnaire sent to the members.

Although considerable sentiment is expressed for a shorter work-day, 56 per cent of the replies expressed frank opposition to an eight-hour day or to a change in the present schedule of work-hours.

Of those opposed to the eight-hour day, 10.6 classified themselves as local cartage operators. Of the 44 per cent favoring an eight-hour day, 30.6 were from local cartage operators.

In the over-the-road-field, 61.7 per cent opposed the eight-hour day and 38.3 were for it.

To determine sentiment, some 10,000 questionnaires were sent to all classes of operators, both large and small. Approximately 1,000 replies were received.

Recommendations by the Code Authority, based on its recent study, have been transmitted to NRA.

### Discussed at Meeting

The possibility of a straight eight-hour day for the trucking industry was discussed here during the week of March 18 at national headquarters by members of the national Code Authority and the National Industrial Relations Board with representatives of labor.

The agreements reached were not immediately released but it was indicated they would be made public following their submission to and approval by NRA.

Members of the industry who participated are Frank C. Schmidt, Toledo; James E. Murphy, St. Paul; and S. J. Cashel, St. Louis.

## Connett Named Administration Member of Code Authorities of Warehousing and Truck Groups

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

THE National Recovery Administration has appointed Thomas O. Connett, one of its assistant deputies, as Administration member of the national Code Authorities of the Merchandise Warehousing Trade, the Furniture Storage and Moving Trade, the Trucking Industry, the Domestic Freight Forwarding Industry, and the Tank Car Service Industry.

As Administration member of merchandise warehousing's Authority the new appointee succeeds Prof. Fred E. Clark of Northwestern University, Evanston, Ill. Prof. Clark announced at the New Orleans convention of the American Warehousemen's Association in February that he was resigning.

The action taken by NRA is part of the move in "decentralized administration." Mr. Connett's time will be spent almost wholly in Chicago, according to Deputy Charles P. Clarke of the warehouse trade division of NRA.

Wellington McNichols, former assistant deputy Administrator for trucking, has been named trucking Code Authority Administration member for the State areas of California, Oregon, Washington, Idaho, Utah, Nevada and Arizona.

Hubert Holloway, of Atlanta, has been appointed to a similar position for the State areas of Georgia, North Carolina, South Carolina, Florida, Alabama, Kentucky, Mississippi and Tennessee.

Mathews Ard, of Omaha, will be Administration member of trucking's State Code Authorities for Nebraska, Missouri, Iowa, Kansas and Minnesota.

—James J. Butler.

## Lawrence Succeeds Loomis on Truck Code Authority

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

EDWARD F. LOOMIS has resigned as secretary and treasurer of the national Code Authority for the trucking industry, Chairman Ted V. Rodgers announced at an authority meeting here in March.

Mr. Loomis was one of the organizers and manager of the Federated Truck Associations of America which was formed in July, 1933. In October of that year a merger was effected between that organization and the American Highway Freight Association, to form the American Trucking Associations. He then became manager of the new groups; and, upon organization of the national Code Authority in February, 1934, he was elected secretary.

Following acceptance of Mr. Loomis's



resignation the Authority elected John V. Lawrence, who had been assistant secretary. Carl F. Jackson, manager of the Authority's rates and tariffs division, was elected to succeed Mr. Lawrence. The latter has been connected with the trucking association since its organization. Formerly was with the National Automobile Chamber of Commerce as foreign representative.

Mr. Jackson has been with the organization since its inception and was a member of the Code contact committee of the American Trucking Associations during development of the code. He was formerly a member of the trucking industry in Akron, Ohio. He will continue in charge of the rates and tariffs division.

—George H. Manning, Jr.

### Stodghill and Shufflebarger Renamed Members of National Code Authority for Trucking

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

APPROVAL by the National Recovery Administration of the national Code Authority for the trucking industry was announced on March 14. Elected by the industry's members, the personnel follows:

Region 1, Frank Flanagan, West Roxbury, Mass.

Region 2, Fred O. Nelson, Jr., New York City.

Region 3, Ted V. Rodgers, Scranton, Pa., president of the American Trucking Associations, Inc.

Region 4, H. D. Horton, Charlotte, N. C., general counsel of the North Carolina Truck Owners' Association.

Region 5, W. L. Stodghill, manager Fireproof Storage Co., Inc., Louisville.

Region 6, Frank C. Schmidt, Toledo.

Region 7, J. Henry Alpine, El Dorado, Ark.

Region 8, F. R. Petty, El Dorado, Kansas.

Region 9, James E. Murphy, St. Paul Park, Minn.

Region 10, Frank D. Shufflebarger, president Shufflebarger Transfer & Storage Co., Inc., Albuquerque, N. M.

Region 11, Clinton S. Reynolds, Tacoma.

Region 12, Roy B. Thompson, San Francisco.

—George H. Manning, Jr.

### State Truck Authorities for Illinois and Iowa

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

NRA has announced the trucking industry's State Code Authorities for Iowa and Illinois, as follows:

Iowa: F. C. Eslick, president Cadwell Transfer & Storage Co., Mason City. L. E. Stone, president White Line Transfer & Storage Co., Des Moines. David M. Liddle, secretary Merchants Transfer & Storage Co., Des Moines. Peter S. Peterson, Underwood.

Illinois: Alvin O. Eckert, Belleville. Robert C. Stockton, Evanston. George M. Fort, Morton. Chester C. Moore, Chicago. H. G. Ferguson, Fairfield. Elvin Watson, Galesburg.

—George H. Manning, Jr.

### Porter, New Code Authority Member, Long in Railroad Before Entering Warehousing

THE Region No. 7 member of the Merchandise Warehousing Trade Code Authority—L. C. Porter, general manager of the Texas and Pacific Terminal Warehouse Co., Fort Worth—was identified with railroading for about twenty-one years before becoming associated with the public warehousing industry. Of that period, fifteen years were put in with the claim and legal department of the Texas and Pacific Railway Co. He joined the Texas and Pacific Terminal Warehouse Co. at the time that organization was established, in 1931.

The storage firm is a member of the Southwest Warehouse and Transfermen's Association, and Mr. Porter was elected a member of the group's executive committee in 1934.

Mr. Porter is married and has two children, both girls. The family home is 2504 Cockrell Street, Fort Worth.

Mr. Porter is a 1935 newcomer to merchandise warehousing's national Code Authority. Two other executives are serving on the Authority for the first time—Arnold C. Pouch, New York, for Region No. 2; and R. G. Culbertson, Cincinnati, for Region No. 4. A biographical sketch of Mr. Pouch appeared in the February *Distribution and Warehousing*; and one of Mr. Culbertson was published in the September, 1934, issue in connection with his election as president of the American Chain of Warehouses. Sketches of the Authority's other 1935 members, holdovers from the 1934 group, appeared in the May, 1934, issue.

### NRA Upholds Repudiation of Union Wage Agreement

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

APPEAL by the Associated Express and Truck Owners of New Jersey, asking exemption from the trucking Code provisions on minimum wages in favor of the wage scale in a union agreement, has been rejected by the NRA Industrial Appeals Board.

Possibility of a general strike in northern New Jersey in the trucking industry was averted, with NRA supporting the stand of the union. Labor officials had told NRA that a general strike might follow if their recommendations were not granted.

A union agreement, signed April 1, 1934, was the source of irritation, for in some instances it gave higher, in others lower, wages than the Code set

forth. The New Jersey association asked that exemption be granted from the Code where its provisions were inconsistent with the agreement.

The union stated that the agreement was signed by unauthorized representatives, and asked that Code provisions be strictly followed. The agreement, which they repudiate, specified a \$38 weekly wage for drivers, which meant higher earnings for 240 men and lower for 260 men, it was reported.

NRA denied the plea for exemption, holding that Code provisions must govern regardless of any other agreement. This view was upheld by the Industrial Appeals Board, after a rehearing was granted on the association's appeal from the NRA ruling.

—Edwin Hartrich.

### Trucking Rate Cost Formula Is Extended Indefinitely

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

THE trucking rate cost formula has been extended indefinitely by the National Industrial Recovery Board, and meanwhile the industry's national Code Authority is ordered to submit recommendations for changes in cost computation to the NRA within 60 days. It is expected that an analysis of the suggestions from the various local Code Authorities may be considered at the national Authority's meeting on April 15.

The NIRB order also stated that the cost formula may be suspended in any State area without affecting other State areas.

The trial period for the cost formula expired on Jan. 24, and its extension releases the jam on many decisions held up by the delay. With the formula extended indefinitely, power to suspend rates found to be less than cost has been restored.

Any decision made regarding complaints of insufficiency of rates and tariffs requires approval by a majority of the members of the national Code Authority.

Members of industry and Code Authority members are desirous of having even stronger rate provisions written into the pact. Until such action is taken, however, this indefinite extension is regarded as an effective check on demoralizing rate cutting.

—Edwin Hartrich.

### Benton Harbor Company Decides Not to Build

The Benton Harbor Cold Storage Company, Benton Harbor, Mich., has abandoned its plan to erect an \$80,000 warehouse, it is announced by George H. Kittredge, Detroit, the firm's general manager.

A proposal to erect a public warehousing plant with the aid of PWA funds was responsible for the abandonment, although the ultimate of the PWA loan was still uncertain late in March.

# Developing New Business for Warehouses

No. 110  
Canned Soup

**Growing popularity of this commodity is bringing new makers and greater quantity into the American market**

**H. A. Haring Suggests  
A Seasonal Opportunity**

**T**HE first faint beginning of warehousing was to store food. Centuries before any man had coined the word "warehousing" in any language prudent men saved from the time of plenty against the inevitable period of want; and, inasmuch as food is the first need of life, every storage dealt with food.

In the modern warehouse, too, the one product that leads all others in volume is food, whether in cold storage or dry. In civilized countries the principal form of stored food, outside of cold storage, is what we know as "canned goods." They comprise, in all probability, the backbone of merchandise warehousing, certainly in this country.

The depression, rather surprisingly, has given a tremendous boost to one form of canned goods—namely, canned soups. Ever so casual a reading of the diet columns in the newspapers, or an occasional tuning in to the many household talks over the radio, will confirm this statement.

Writers and broadcasters make it their first concern to follow closely after all popular trends. They have hastened "to the bandwagon" of canned soups, in the effort to tie up their daily messages with what the housewife already had discovered for herself. Soup coming out of a tin can solves many a problem of the perplexed cook, whether the immediate task is that of getting something to eat quickly or to provide nourishment at low cost for hungry children.

The manufacturers, likewise, have risen to the new

opportunity. Campbell—or King Campbell as wholesalers speak of the company—has continued to lead the makers not only in the colored pages of magazines, first page after reading matter, but in sales volume. Yet this acknowledged leader now has more serious rivalry than before. The growing market has permitted some competitors to get a foothold without especially taking volume away from Campbell. Now, having learned the trick of manufacturing a successful brand, several of these newcomers are entering the fight for a place in the Kingdom.

Heinz and Franco-American are familiar names with canned soup. Three years ago Hormel entered the soup market, after winning a fine reputation for ham and chicken in cans. Experimentally this maker has come into one city after another, with careful planning to get adequate distribution among groceries before bursting into local newspapers with their advertising message. These marketing zones are today rather widespread but do not yet cover the country. The company has not, therefore, gone "national" although fast approaching that stage of development.

Hormel, like Heinz, produces a can larger in size than Campbell. Hormel soups are not "condensed" as Campbell's are but are more nearly ready to serve without dilution. More important yet, Hormel prices have always been higher than the Campbell price. Thus Hormel has kept away from direct competition on the fierce price basis.

**W**HOLESALE houses and chain stores have put on the market any number of private brands, usually of the "condensed" type, so as to compete with Campbell on the cut-price appeal. Thus they have aimed to attain distribution among women who are accustomed to the Campbell "condensed" soup, without all the expense and grief of educating users to another style of product.

Of these private brands, probably a hundred enjoy good volume, each, of course, within the limited area of one jobber's shadow or one chain's outlets. In common with all private brands these locally branded soups had a holiday of profits during the depression, because the nationally advertised brand of anything tries to maintain an established retail price, whereas the private brand can flex the price downwards from week to week as commodity prices dip.

Now, however, with rising prices for food products, the private brand is at the end of its holiday. Cost of raw material, of cans, of Code compliance, and of

food and drug changes, add to their expenses. They look to advertising as the way out, for only thus can they expand the local market where they compete solely on the price basis and get into the national market where they will sell on reputation.

New contenders for the soup market lie all about us.

They see much hope ahead. The reasons we have already given—namely, that canned soups today are in higher favor with the home than ever before. Larger quantities are being consumed. This is perhaps to be expected in the cities; but, according to trade reports, the increased popularity extends into rural districts and even to the farm where raw material abounds for soup-making on the kitchen stove.

Every indication points to a better and bigger market. Those who make soups talk glowingly of what returning prosperity will mean to them, hanging their faith on the belief that a million homes have become acquainted with soup

from a tin can during the depression.

The story of one maker will illustrate what a dozen are trying to do at this very moment.

This soup-maker, after years of canning soups under private labels for jobbers and chain stores and hesitatingly under his own name, has recently broken out of obscurity into national news. The name is Phillips Packing Company, located in the small town of Cambridge, Md., at the center of the tomato-growing section of America.

Suddenly the Phillips can has blossomed out with the tempting caption "Delicious Southern Soups"; and, also printed on the can, "and only 5c a can" but with a warning, in quite small type, that the 5c price applies only to tomato, vegetable, bean and pea flavors, plus the announcement that "others will be a penny or two more." The "others" are understood to cover about 40 varieties, many of which are not yet in production. All are of the "concentrated" type, comparable to the Campbell brands.

The Phillips cans are a bit smaller than Campbell, but more than half of the size of Campbell. The Phillips price of 5c compares with Campbell's standard price of 10c, or three cans for 25c, although as everyone knows these prices are commonly cut by retailers.

In marketing methods this newcomer made "news" in January by storming the metropolitan area of Greater New York. The company claims to have stocked 15,000 retailers with Phillips soups before bursting into advertising in eighteen city and suburban newspapers with a promise to retailers that the campaign would run for two months. And, if one is to believe so careful a publication as *Business Week*, the "campaign now in progress is making a real dent in the mass market of New York."

Warehouse stocks were quickly exhausted. On a single day—the best one so far reported—90,000 cases reached the metropolitan market directly from Maryland by motor trucks. About 200 trucks carried the goods in a single night from factory warehouse to New York, laying down the goods early next morning at the grocers' doors in time for the opening of the stores.

#### Others

THIS Phillips example is, we admit, the most striking we could find. It does not, however, stand alone. During the same months, two additional makers of soups are hard at work stocking retailers with their goods in preparation for a similar assault at the rich New York market.

Both Cleveland and Pittsburgh are being cultivated by soup-makers whose names are almost unknown to the public, and undoubtedly before this issue of *Distribution and Warehousing* appears the advertising campaigns will break in those cities. Chicago has witnessed two such stormings this winter. Newspaper men, in personal talks, tell me of another campaign about to break in Chicago. Elsewhere the story is identical, under the plan of blanketing one city with goods and advertising before moving on to the next.

The grocery world is as full of rumors as a women's sewing circle is of gossip. Soup-makers are nervously trying to think up ways to outwit one another;

chain store managers are chuckling, because they will sell the soups regardless of which maker comes out on top.

"As a matter of fact," remarked one clever buyer for a chain, "they'll all come out on top. That means, their advertising and promotion will increase the demand for all kinds of soup, at all prices."

This buyer told me also that never has the time been quite so ripe as 1935 for soups to expand. He reminds me that the past winter brought two hard freezes in Florida and one in the Texas-Southwest vegetable-raising districts. Fresh vegetables are much higher this year than usual. At times they have been so scarce that the price became prohibitive.

"That," continues he, "drives people to tin cans. And we learn from our stores that people's choice for canned vegetables goes to only about five varieties. Beyond that number, for one reason or another, no vegetable has ever gotten to a big market. With soups, on the contrary, there's no limit."

"People have marked likes and dislikes about vegetables. Not about soups. A new flavor always gets the housewife a cheer from her family and it's no trick at all when she comes in for tomato soup to sell her two additional varieties in the same order."

"The stage is all set for the soup men."

#### In Warehouse Stock

FOR distribution, these new brands will come to the warehouses as each one extends its marketing from the old local zone and experiments with distant districts.

Warehousemen know the commodity and how to handle it with satisfaction to the maker.

In talking with one of these manufacturers he did, however, mention one item I had never heard about. His soup is not of the "condensed" sort, but carries more liquid in the can. He was telling of delivering by truck, particularly of his experience with one chain of motor truckers which took a contract to distribute pool cars for the soup-maker in a northern State where winter temperatures go below zero.

In each of the past two winters cases of soup froze while being handled by

these truckers. In the opinion of the manufacturer—although he carefully stated that this was more a guess on his part than exact information—the truckers carried stock of soup overnight in their trucks and allowed the trucks to stand in the open or merely under a shed. Whatever the fault may have been, the manufacturer at once had claims for "swells" and was obliged to send out credit memos for the damaged soup.

"Just freezing weather could do no harm," in his opinion, "or even zero or less for a short time. The packages would protect soup for a long time; but, of course, excessively low temperature for protracted exposure might get at the soup and freeze it."

Soup in a warehouse would not be thus exposed, nor does the risk exist at all during most of the year even in the coldest regions of the country. Admiral Byrd took to Little America a stock of canned soup—of the "condensed" variety—and although it froze solid during the winter of his first expedition, no harm resulted. Some of it, remaining five years between the first and the second expedition, was found perfectly fit for use when he returned to Antarctica. Of course, with him, the "swelled" cans were thoroughly understood and not thrown away merely on account of external appearance.

Interesting, too, while speaking of Admiral Byrd, is it to note that the Phillips Packing Company supplied its "condensed" soups for one of these expeditions and gleefully told about it in their radio advertising. Like a hundred other advertised products, these soups now claim a part of the glory of the struggle to set the Stars and Stripes on the South Pole.

"Claims" among the soup-makers will probably reach extravagant lengths, as they begin a hotter advertising effort. With these boastings, however, the warehouseman has little concern. To him a bigger market is of more consequence. He will welcome under his roof each of the new brands, as it attempts to become "national"; for, to the warehouse, a popular brand of canned soup is an encouraging recruit to the catalog of canned foods which are the bulwark of merchandise warehousing.

#### To the Owners of the 1935 Warehouse Directory:

The owner of the 1935 Warehouse Directory (published as part of the January, 1935, issue of *Distribution and Warehousing*) will please clip out the O. K. Storage & Transfer Co., Louisville, Ky., listing printed below and paste it on page 178 of the Directory as a substitute for the O. K. firm's erroneous listing which appeared on that page in the 1935 book.

O. K. Storage & Transfer Co. (HHG) (operating Walker Storage & Van Co.), 1104 E. Broadway. Pres., J. M. Walker. V. P., John K. Walker. Treas., J. R. Walker. Est. 1905. Inc. Whse.: fireproof Consign shipments via IC—L&N—SouRY—PRR—Monon—LM&StL—B&O—C&O—Big4. AVL. Assoc: NFWA. (See listings under New Orleans, Memphis & Shreveport. See listing of Walker Warehouses, Inc., Atlanta.)





## Washington Developments of Interest to the Warehousing Industry

DISTRIBUTION & WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

### Illinois Merchandise Group Asks I. C. C. to Curb Belt Switching Tariff Practice

THE Illinois Association of Merchandise Warehousemen, through its president, D. M. Macomber, Chicago, has complained to the Interstate Commerce Commission that the Belt Railway Company is in violation of the I. C. C. order of July 3, 1933, fixing switching rates in the Chicago district.

The effect of the alleged violations, it is contended, is to prefer Crooks Terminal Warehouses, Inc., and discriminate against other warehousemen who are members of the association. The Crooks company, operating two storage plants in the area of competition, is being given a service which is tantamount to two switchings for little more than the price of one, according to the complaint, which asks that an order be entered to curb the alleged practice.

Most of the association's members operate merchandise warehouses in Chicago. In the 1933 order, uniform rates were established for all switching movements within the district, whether intrastate or interstate.

Under date of Sept. 29 the defendant carrier published the rule which has given rise to complaint. Of it, the Association says:

"The storage-in-transit rates established . . . provides for a carload movement from industries or warehouses located on the rails of the defendant's two warehouses also located on its rails, storage for a period of not to exceed two years, and a subsequent movement by rail out of the warehouse to destinations on the rails of the defendant or beyond, at a total cost of the rate for one switching movement, plus a penalty charge of one cent per 100 pounds, 60,000 pounds carload minimum; that in each instance of such storage-in-transit there is involved a switching movement by the defendant of the commodity so stored into the warehouse and at a later period, in a different

car, a separate and distinct switching movement of said commodity, or its equivalent, out of the warehouse to destination; that each of said movements is the exact type of movement for which the Interstate Commerce Commission established maximum rates for interstate commerce and fixed the rate for intrastate commerce . . . and there is no distinction as to character of service rendered or the cost thereof to the defendant railway company between each of the two separate and distinct movements. . . . there is no through movement with the freight stopping for storage at a warehouse, but there is in fact a movement into warehouse with a back-haul from warehouse to destination."

The complaint points out there are only two warehouses on the rails of the defendant, both owned by Crooks company, and that they compete with the association's members for commodity storage. Continuing, it states:

" . . . the one-cent charge, to which the extra and additional switching movement is reduced by said storage-in-transit tariff above referred to, is absorbed and paid by the Crooks Terminal Warehouses, Inc., and is not paid by the shipper, in violation of the provision of said tariff requiring that storage charges be borne by the owner of the freight . . . ; that the defendant railway company has been advised of the absorption of the one-cent charge aforesaid and is a party to said arrangement, although the defendant railway actually receives itself the full tariff charges."

—James J. Butler.

### Would Lease Army Terminals to the Cities or States

A CONGRESSIONAL resolution seeking to have the United States Shipping Board Bureau lease port terminals, acquired or established during the World War, to the cities or States in which they are located, has been introduced by Representative Frederick Lehlbach, New Jersey. A rental of \$10 a year is suggested, to be accompanied by an agreement to keep the facilities in repair, and a stipulation would be writ-

ten into the agreement by which the Government could cancel leases in the event of war or other national emergency.

The port terminals which would be affected by the resolution are located in Hoboken, Charleston, Norfolk, Boston, New York, Philadelphia and Newark.

The resolution declares:

"These properties have been for over fifteen years enjoying all protection and improvements supplied by the various communities in which they are located without the payment of taxes or other emolument for the benefits enjoyed, although the emergency for which they were constructed has ceased to exist."

—James J. Butler.

### Eastman Says Proposed Control of Wharfingers Does Not Fore- shadow Warehousing Regulation

WHILE the control over wharfingers sought in the pending Eastman water carrier regulatory bill would be confined to narrow limitations and is not, according to assurances from the Coordinator's office, intended to be a forerunner to Federal regulation of warehousing generally, changes in the definition of "wharfinger" so as to fix its scope were suggested in March by Mr. Eastman.

As originally drafted and set forth in the bill presented by Representative Sam Rayburn, the bill designated for its jurisdiction a wharfinger "who, or which, owns, operates, manages, or controls any wharf or pier, or any dock or other water space for the accommodation of vessels, or any warehouse, yard, grounds, or other facility or equipment of any kind in or in connection therewith, and holds himself or itself out to furnish any facility, at any place within the United States or any territory or possession thereof, for compensation or hire, in or in connection with transportation by water carriers of passengers or property, or any class or classes thereof, in interstate or foreign commerce."

The amendments suggested by the Coordinator are to overcome the defects which lie in the fact that, as drawn, the

definition includes owners as well as operators, and it did not include railroad-owned facilities.

"It is," he stated, "the operators and their services and charges which we wish to regulate, and no need exists for regulation of an owner who is not also an operator. So far as railroad-owned facilities are concerned, their services and charges are now largely subject to regulation under the present Interstate Commerce Act, but it is at least doubtful whether certain of their services and charges, such as dockage, are subject to such regulation."

In another section, which sets out powers and duties of the I.C.C. under the bill, Mr. Eastman asked that wharfingers be included, to make the section read:

"The Commission may establish from time to time such just and reasonable classifications or groups of carriers included in any one of the several classes of carriers herein defined as an 'interstate common carrier by water,' and 'common carrier by water in foreign commerce,' and of wharfingers, as the special nature of the services performed by such carriers, or wharfingers shall require; and such just and reasonable rules, regulations, and requirements consistent with the provisions of this part to be observed by the carriers so classified or grouped, as the Commission deems necessary or desirable in the public interest."

Preferences and discriminations in rates and tariffs would be prohibited by wharfingers subject to the law, as limited by the definition, as are now prohibited in the case of railroads.

Discussing wharfingers in his report to Congress, Coordinator Eastman said:

"Regulation of such agencies is necessary to effective control of domestic and foreign shipping and to ensure the making of compensatory charges for services rendered, and to prevent undue preference or prejudice of or to shippers, carriers and ports. It is also needed in the interest of the industry itself. The diversity of interests represented by those engaged in furnishing wharfinger service is so great and the practices which have developed in the industry are so lacking in uniformity as to promote widespread discrimination between those using or desiring to use such service. The industry is suffering from over-expansion of facilities and destructive competition, causing chronically low earnings. Regulation adapted to the nature of the industry will go far to correct these conditions.

"The regulation proposed is substantially the same as that applied to interstate common carriers by water, except that regulation of security issues and of consolidations, mergers and acquisitions of control is not provided."

—James J. Butler.

Coordinator Eastman's assurance, as set forth in the foregoing Washington Bureau story, that proposed control of wharfingers does not foreshadow Federal regulation of warehousing generally, confirms a statement which Charles E.

Bell, executive and traffic assistant to Mr. Eastman, made at the New Orleans convention of the American Warehousemen's Association in February.

Mr. Bell's prepared paper as delivered at New Orleans contained two paragraphs which were interpreted by some of the delegates to mean that the Coordinator was seeking to have warehousing and storage placed under Federal regulation. These two paragraphs read:

"The competition I have described exists not only in respect of storage but in connection with other terminal services, including the free docking of vessels, free wharfage, and free handling. If reasonable compensation could be secured for the services now accorded free or at less than cost, the railroads would secure many millions of dollars in needed revenue and the figures of many private and public terminals would be changed from red to black.

"It cannot be done under existing conditions. The remedy is to place all wharfinger service, including warehousing and storage, and other terminal practices under strict Federal regulation. You are doubtless aware of the fact that the Coordinator has recommended legislation to accomplish this."

Subsequently Mr. Bell departed from his prepared paper to deny that Mr. Eastman was contemplating placing warehousing under Federal regulation, except in so far as their wharfinger practices were concerned.

#### New York Groups Act

The New York Furniture Warehousemen's Association at its March meeting went on record opposing the wharfinger features of the water carrier regulatory bill. This action was taken after John McKenzie, New York City's docks commissioner, had told the group that the proposed wharfinger provisions would turn over the control of the docks of New York harbor to the Interstate Commerce Commission and that this would have an unfavorable effect on the Port of New York.

The Warehousemen's Association of the Port of New York has approved the basic regulatory principles of the bill but has asked for certain changes in the phraseology of some of the sections of the measure as now written. Edward Hinman, Jr., of the Port group's legislative committee, further informed the Senate committee which held public hearings that:

"However, we object to the implied regulatory powers over voluntary commercial storage by wharfingers. The Interstate Commerce Commission would seem to be unable to regulate competitive rates of inland storage facilities; and, bearing in mind that any vacant lot or building is potential storage space, the effect of regulating the rates of marine terminal warehouses would be to create a chaotic competitive condition."

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

#### House Committee Favors Paying \$937.50 to General, St. Louis

THE House claims committee has reported favorably a bill to pay the General Warehousing Company, St. Louis, \$937.50 in full settlement of claims against the United States, for storage charges accumulated in the warehousing of liquor during prohibition days.

The liquor was placed in the warehouse at the direction of the special assistant to the Attorney General. It was made up of legitimate holdings which, however, could not be marketed under regulations then existing, and it was put in storage pending delivery, as a gift, to veterans' hospitals and other institutions.

The claims committee recognized a legitimate moral claim and has so reported to the House.

The bill is now on the calendar to be acted on when its turn is reached.

#### One Suit Dismissed In Mercur Case

WITH the Department of Justice prepared to proceed against Mercur Corporation for an accounting on the Port Newark, N. J., terminal lease, but facing a probable delay of two months because of crowded Court dockets, the Federal Court for the Southern New York district has eliminated one phase of the litigation by dismissing the suit of Ollie V. Kessler, former War Department auditor.

Mr. Kessler was complainant in an "informer suit" against Mercur Corporation, alleging huge sums of money due and unpaid to the Government. Had the suit been successfully prosecuted, he would be entitled to the statutory percentage of the judgment rendered. Dismissal was predicated upon a ruling that mere non-payment of a disputed obligation does not afford ground for an "informer suit."

The Government's case will be directed against five supplemental agreements superimposed upon the original lease of the terminals to Mercur Corporation, the original lease having expired.

—Edwin Hartrich.

#### Anti-Rebate Bill

A BILL which would empower the Federal Trade Commission to proceed against sellers who maintain open price lists but who make storage or trucking allowances to buyers has been presented in the House of Representatives by Congressman Fred L. Crawford, Michigan.

The measure seeks to construct a Federal statute around the unfair trade practice prohibitions contained in many NRA codes. It would require strict adherence to published prices and prohibit secret rebates or other allowances which have the effect of altering the actual sales agreement.

—James J. Butler.

# MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

## Trucks Expensive when Idle —Byrnes Suggests Remedy

One Operating Company  
Could Do All Local Jobs

**T**O many in the moving and storage business their motor trucks present an expense item which any amount of discussion and theorizing just won't answer for. These men are facing facts and as a result are ready to carry their thought into action with the least provocation.

"Let's get a czar who will do the same for us that Landis did for the baseball leagues. Anyway, let's do something and forget Codes and what-not."

Whatever prospects for real peak moving periods are held out for the future, the present has little to offer for elation. And because of this condition, there are those who would literally "kick the bucket" on all the discussions and theorizing and make the "present" a "do something" period instead of waiting or counting on the future to take care of the problem.

If all of the peak moving periods in this country are

confined to only 60 or 70 days, then the profit possibilities are too limited, even though every precaution is taken to obtain the maximum output of the trucks, to cut losses of time on the job, etc. The rest of the year the trucks either stand idle with heavy fixed charges or are used sporadically on fill-in jobs as they develop.

To some extent, the department store field years ago had such a problem. Because of heavy buying months the stores had to have large fleets on hand for such emergencies. Off-peak months found a considerable part of each fleet idle. Then the idea was fostered that in each city the large companies as well as many small ones pool their equipment for the purpose of saving duplication of equipment and service to outlying points. The venture was an immediate success and no store suffered because of lack of identity on the trucks, etc.

**C**HARLES F. BYRNES, president of Byrnes Brothers Warehouses, Inc., New York City, sponsors something on the order of the department store practice for the household goods field. In an interview with the editor of these pages he presented many reasons why such action should be taken and seriously acted on at the present. There is considerable merit to the stand he is taking.

"In the first place," he states, "there are probably more than a hundred trucks operated by the fifteen large household goods warehouses of New York City whose work could be handled by not more than thirty-five, were they to be under the guidance of a single head."

Mr. Byrnes would organize an operating company which would maintain a separate establishment for the housing and repair of the equipment that would be taken in under the pooling arrangement. This company would be responsible also for scheduling loads and for pooling them whenever possible.

The warehouses would pursue their separate ways in procuring business, having their own estimators as now. On the other hand, each warehouse would be rid of considerable overhead expense in the way of mechanics, traffic managers, experienced drivers usually kept on the payroll during lean periods, etc.

According to Mr. Byrnes, the one real expense which most warehouses in cities of 100,000 and over do not figure on is the truck storage space in the warehouse building. Here is space, usually on very valuable first-floor ground, that could be converted into more profitable storage room.

With an operating company in existence for the pooling of motor truck equipment, quartering of the trucks could be located where rentals are low, thereby saving considerable money.

Mr. Byrnes also suggested a practical way out of the problem of company identification when loads are to be picked up or delivered. A roller sign, much like that used on street railway cars, could carry all of the names of the companies and thus be turned to any one of the names when one of its loads was being carried.

The point has been brought up at conventions that there should be a way to combat propaganda by smaller operators that the larger warehouses cannot operate as cheaply because of larger overheads. The pooling of deliveries should certainly, with its economies, serve to overcome such arguments.

We have already mentioned the economies possible in the pooling of loads, better scheduling, smaller driver payroll,

etc. There are other savings which could be made. These would come about by virtue of cooperative buying of supplies, fuel and oil, grease, etc. In addition, various economies in shop repair service could be performed in a large fleet whereas they are impractical in the case of small fleets.

And last, and yet most important, comes the economy of standard modern truck equipment which would eventually replace much of the antiquated types now on hand. Though this present equipment fitted into the operating conditions existing during the years they were bought, the thought is that they should be replaced with lighter units which carry 600 cubic foot bodies for regular loads and 1,100 cubic foot bodies on semi-trailers for the heavier work.

An operating company, such as Mr. Byrnes proposes, should not have any difficulty in keeping the trucks busy during the usually idle periods of the year. The operating company could by itself, or through business picked up by the warehouses, procure fill-in jobs from other sources—for example, radio and refrigeration dealers. We mention these two because their peak delivery periods, it so happens, do not conflict with those of household moving activity. The radio dealer is usually most busy in Novem-



# TRANSPORTATION

by F. Eugene Spooner

ber, December and January; the electric refrigeration dealer in May, June and July. The Christmas period in the department store field also offers a worthwhile prospect for fill-in work.

After all, why shouldn't the household goods mover fit in well in any of this home delivery work?

## Governmental Invasion of Trucking Field Opposed

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

THE District of Columbia Trucking Association has adopted a resolution opposing invasion into the trucking field by Federal, State and local Governments.

Action was prompted by a recent announcement by the Department of Agriculture asking for bids on purchase of about 18,000 trucks.

The association criticized severely the waste in the use of Government-owned trucks when for-hire operators could do the work cheaper. It was pointed out that the recent moving of Federal agencies from old to new buildings was accomplished by use of vehicles owned by the Federal Government.

Part of the statement issued by the Association follows:

"It would seem proper that the truck-

ing industry of the country use its united efforts to obtain legislation in Congress, and in every State and local legislative body, to the end that further purchase of motor truck equipment to perform services for which there is already adequate equipment in the for-hire field, be stopped completely and permanently.

"Trucking can be done cheaper by the for-hire vehicles than by the vehicles operated by Governmental agencies, if the latter include their overhead charges."

In a previous Congress a committee headed by Representative Joseph Shannon, Missouri, made an extensive study of the extent to which the Government was entering upon private business in competitive service; and as a result, numerous activities of the Federal Government in private field were curtailed.

—George H. Manning, Jr.

## Railway Express Experiments with Reductions in Rates

Sweeping reductions in express rates between New York and Philadelphia and intermediate points were placed in effect on March 15 by the Railway Express Agency. The service includes pick-up and delivery and fast movement by passenger train.

Introduced to meet highway competition, the reductions amount to 50 per cent. If the service at lower rates prove successful on this run they will be extended to other territory, according to C. R. Graham, vice-president of Railway Express.

The run between Philadelphia and New York was selected for experiment, it was explained, because rivalry between trucks and railroads between these points had become the most severe in the country.

## Vermont Law Favors Truck Reciprocity

The Vermont Legislature has enacted a bill permitting non-resident trucks to operate on Vermont highways without special permit or registration providing similar privileges are granted Vermont trucks by the State in which visiting non-resident commercial vehicles are registered.

The Green Mountain State has increased the gross weight limit permissible on trucks from 20,000 to 25,000 pounds for four-wheel vehicles; 30,000 pounds for six-wheel vehicles; and 35,000 pounds for tractor and semi-trailer combinations.

## New 1½-Ton Reo Speedwagon Priced at \$535

AN entirely new line of 1½-ton speed wagons at a new low chassis base price of \$535 has been announced by the Reo Motor Car Co.

Free-flowing aerodynamic lines of fenders, hood and cab follow closely the characteristic lines of the ½-ton commercial car and the slightly heavier 1½-ton unit introduced last fall. Details of both powerplant and chassis follow established Reo speed wagon practice.

Power is secured with the new Reo-built Silver Crown 6-cylinder engine, having a bore and stroke of 3.3-16 by 4 in. Displacement is 209.5 cu. in. The compression ratio is 5.75 to 1, and the horsepower rating is 24.3. The torque, 145 foot-pounds, is claimed to be maintained over a wide range of speed, and the brake horsepower is given as 70 at 2,800 r.p.m. Pistons are of Lo-ex alloy, cam ground. Two compression and two oil control rings are used. Cylinder blocks of alloy iron. The silichrome exhaust valves seat against inserted

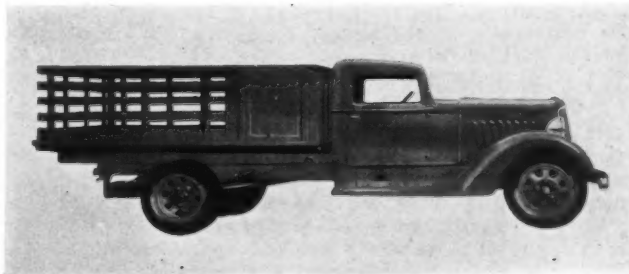
rings. Full force feed oiling is employed.

Drive from the engine is taken through a 10-in. dry-plate clutch, a 4-speed truck gearset with helical countershaft drive gears to insure quiet operation in all speeds, and from there to a full-floating rear axle. Brakes are of the 2-shoe internal-hydraulic type. Alloy

iron brake drums are used and provide 191 sq. in. braking area.

Steering is of the cam-and-lever type. Tires are 6.00/20, with dual rears available at slight extra cost.

Two wheelbases, 139 and 166 in., are offered, and a large variety of standard bodies is available.



Reo's 1½-ton powered with Silver Crown engine

### Rodgers Pledges Support to Eastman Proposal for Federal Truck Regulation

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

**T**ED V. RODGERS, chairman of the national Code Authority for the trucking industry, expressed the approval of the American Trucking Associations, Inc., for the program of regulation of transportation in interstate and foreign commerce presented to congress by Coordinator of Transportation Eastman.

In a letter to Representative Huddleston, Alabama, chairman of the House Interstate and Foreign Commerce Committee, Mr. Rodgers gave his reasons for advocating passage of such legislation as follows:

"The Coordinator of Transportation has presented a program for the regulation of transportation in interstate and foreign commerce which includes trucking so engaged. Representatives of the American Trucking Associations, Inc., have appeared before the committees of Congress considering this program. In order that there may be no misunderstanding as to the position of this association, speaking for the trucking industry, the following statement is made:

#### Program Outlined

"First—We wholeheartedly favor the program proposed by Mr. Eastman as far as it affects the trucking industry, and we believe that the passage of bills at this session putting into effect the principles of this program as a whole would benefit greatly not only all divisions of transportation but the shippers and general public as well. This program includes:

"(a) Reorganization of the Interstate Commerce Commission, as to provide separate divisions of the various forms of transportation.

"(b) Specific legislation giving the Interstate Commerce Commission control of rates and the supply of facilities.

"(c) The continuance of the office of Coordinator.

"(d) The continuance of the Code principle for the trucking industry and the utilization of the industry's accomplishments under the Code and its machinery in cooperation with such regulation.

"(e) The transfer of the trucking Code to the Coordinator for administrative purposes.

#### Amendments Urged

"Second—The bills as written and introduced, while good in general, should be amended in certain particulars, as to give better effect to the principles of the program. Experience with the trucking Code has given a picture of the machinery which is needed to make Federal regulation effective and acceptable to the industry. This experience has been incorporated in certain amendments which we have under discussion with Mr. Eastman with the expectation that he will present the result of this consideration to the committees of Congress.

"Third—Our full cooperation will continue to be given to the Coordinator and to Congress in furnishing data and in offering the benefit of our experience in order that this constructive legislation may be passed as speedily as possible.

"The position of this association as herein set forth represents the overwhelming opinion of the member of the trucking industry who would be affected by this legislation. We are convinced that if this program is adopted the cooperation of the industry with the regulation will produce amazing results in the correction of present undesirable conditions in transportation.

"We make this statement being fully mindful of the make-up of the trucking industry, feeling our obligation to the small operator in our organization and insisting that, in the true American spirit, he be given the right to live and grow."

—Edwin Hartrich.

### Paquin Gets a State Position

Wilfred J. Paquin, head of the Paquin Warehouse Co., Providence, and president of the Rhode Island Warehouse and Movers' Association, was on March 8 appointed Rhode Island's Chief of Division of Motor Vehicles and Taxation under the reorganized plan of State government. His duties include supervision of enforcement of the State's motor vehicle laws.

### Ronin a Director

James F. Ronin, treasurer of the Albany Terminal & Security Warehouse Co., Inc., Albany, N. Y., has been elected a director of the Albany Chamber of Commerce.

### National Chamber Head Urges End of Gas Tax Diversion

DISTRIBUTION AND WAREHOUSING'S,  
WASHINGTON BUREAU,  
1157 National Press Building

**I**N a letter to the organization members of the Chamber of Commerce of the United States, its president, Henry I. Harriman, advocates discontinuance of the gasoline tax diversion on the grounds that it "breaks faith with the highway user." Mr. Harriman sets forth the following:

"1. Diversion breaks faith with the highway user. He has generally accepted his responsibility for the major part of the highway bill, and this means of paying for it. The money he thus pays obviously should not be put to other use.

"2. Diversion creates resistance to proper and needed highway-user taxes. If the motor-using public knows that the revenue from such taxes is likely to be diverted, they will not accept thereof with the good will that has generally prevailed.

"3. The highway program suffers unless the deficiency is made up from general taxes.

"4. If, as is already the case in some States, the user-taxes are so high as to make evasion to unscrupulous persons, 'bootlegging' of gasoline occurs on a large scale and the tax revenues suffer."

—Edwin Hartrich.

### Lederer Firm Expands

The Lederer Terminal Warehouse Co., Cleveland, is expanding its Northern Ohio Food Terminal quarters on Orange Avenue. An entire new third story gives the firm an additional 30,000 square feet of floor space. The organization operates one of the largest exclusively grocery warehouses in the country.

### This Unit Has Traveled 35,000 Miles in Two Months



**F**ROM every standpoint, this new White Model 712 is found most adaptable for the type of work in which it has been placed by the United Van Service, Jersey City, N. J.

In less than two months this piece of equipment has covered more than 35,000 miles. It is equipped with an 18-foot body of 1,000 feet capacity. The tail-

gate measures 36 inches. Body material is Plymetal and the weight of the vehicle, body, pads and all of the other equipment is 11,000 pounds. The truck has a gross capacity of approximately 25,000 pounds.

In the past six months the company has added five other Whites.

# Federal Regulation and the Small Operator

An editorial  
By F. EUGENE SPOONER

**P**ENDING Federal legislation of a regulatory or restrictive nature has brought forth the claim that the small operators, especially those operating out of small towns, may be squeezed out of highway transportation activities. In such instances the merchants would be harmed as well, because the use of local trucking facilities has become an accepted method in taking care of small inventories and prompt replacements from the sources of supply, usually only 24 hours away by virtue of the road service rendered.

Claim is made also that if these Federal regulatory bills become law the business of the small operator will be taken over by the large well-organized transportation companies, relatively few in number. This concentration of business might result in monopolies along railroad lines that would bring rates to too high a level, possibly approximating those of the rail companies. The thought is that, under such rate conditions, little would be gained in fostering over-the-road transport.

To what extent this is true, only time can tell, but there is the other side of the story—namely, that most of these bills up for consideration come as a result of practices indulged in by many of the small operators. The charge is that they have established rate structures that are ruinous to companies which observe all the rules of good business practice.

Observation of such rules makes truck operation more expensive, but with it comes fuller responsibility and reliability, a thing most shippers want, or should want. In that regard, it is regrettable that some shippers should force responsible operators to pare their rates down to the level quoted by operators working on a shoe-string.

Is it not about time that something be done to clarify this situation?

No operator who carries adequate insurance, who has reliable equipment, who observes working hours of his employees, etc., and who includes such extra costs in his rates, has little to fear from Federal regulatory measures.

**T**HE operator who may do the most yelling is the one who wants to get business at any cost and who is least able of all to keep that business after it is secured. He is found out too late, but meanwhile he has done enough poisoning to break down the high ethics established by concerns willing to carry on on a business-like basis.

That many of the well-organized concerns have been forced to fight fire with fire regarding rates is only too well known. This practice, instead of obtaining the desired effect—namely, of squeezing the rate-cutter out of business—has the opposite effect of multiplying his kind.

As we have suggested, the present agitation for Federal regulation more or less falls on the shoulders of the rate-cutter, in placing responsibility. It is only natural that responsible concerns out to make a dollar should sponsor legislation which

would protect their investment and which moreover should remove definitely from the picture factors that disturb the opportunity to do business on a business-like basis.

The thought has been advanced, by those taking up the cudgels of the little operator, that the regulation of trucks will know no bounds and that the inclusion of such regulation would go so far as to include privately-owned vehicles. Also that the higher rates which might prevail with regulation would force private industries and individuals to do their own hauling.

**R**EGARDING regulation of privately-owned trucks, the recently enacted law in Wyoming is cited. This statute defines a private carrier as "a person engaged in the transportation of property, sold or to be sold by him, or purchased or otherwise acquired by him in the furtherance of any private commercial enterprise, or property transported by the owner, lessee or bailee for the purpose of lease, rent or bailment, or in the transporting of supplies and equipment or any other property, not herein enumerated, used in the furtherance of any private industry or enterprise."

Under the Wyoming law the private carrier is required to obtain a permit from the Public Service Commission; to file policies of insurance; to make his highway transportation records available to the Commission; and to become subject to other regulations required by the Commission of common and contract haulers.

Similar laws have been proposed in Indiana and Idaho.

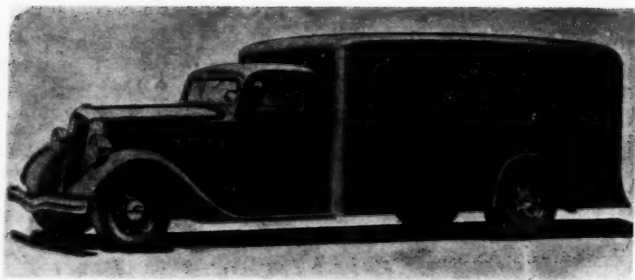
Regulation of privately-owned trucks, however black it may appear on the surface, may have some merit as well. At least, there is always the possibility that these trucks during lean times may be used in competition with contract or common carriers. To regulate them may bring protection against undue competition.

**A**S regards the threat of private industries doing their own hauling, these concerns would do it anyway if there were sufficient goods on hand each day to warrant payloads and a steady truck movement. None of these concerns, however, would attempt long-distance work with any thought of economy unless the return trips were to be remunerative. The only threat is in local deliveries.

There is a thought, well taken, that regulation may hit the small operator located in small towns where local merchants are dependent on him for their source of supplies and replacements. That is a point which should be ironed out for his protection as well as that of the merchants. If through regulation, however, his rates must be raised, this spread in cost to the merchants should be absorbed in the price of merchandise. Even if his rates approximate those of the railroads, still everything is in his favor insofar as convenience and necessity are concerned.



# Federal Announces Four



General style of Federal's latest trucks.

## "Silver Anniversary" Models

**B**BETTER load distribution, increased capacity and "new beauty" are features of four "Silver Anniversary" models announced by the Federal Motor Truck Company, Detroit.

Styling, extremely modern in design, is uniform. The radiator has well rounded edges and is inclined at a smart angle. The hood which overlaps the cowl has a smooth waterproof top hinge. An attractive decorative moulding is stamped into hood and cowl. The louvres are of new modernistic design, having four long parallel mouldings, back of which is an ornamental grill. The standard cowl is equipped with a top ventilator. (A ventilator in each side of the cowl, for three-way ventilation, can be supplied.)

Fenders and radiator splash shield are improved in appearance. The running boards have rounded edges to match the fenders. Front bumper is of heavy spring steel with a drop at center. All instruments are conveniently grouped on an attractive panel and are indirectly lighted.

De luxe equipment to add further attractiveness is available for all models. Included are skirted fenders, heavy rubber running board mats, and chrome plated radiator, bumper, hub caps, hood hinge, louvre mouldings, and head lamps.

Two new Federal-built cabs are offered for these models. The standard cab has a one-piece sloping windshield and there is a de luxe cab with V-type sloping windshield, insulated steel roof and lined with plywood. Both cabs are two inches longer than preceding models and the seats are built lower, providing greater driving-comfort. Other features applying to both cabs are skirts extending down to the running boards; a decorative moulding on the sides to form a continuation of the design on the hood and cowl; chrome plated windshield frame; heavy felt insulated rubber floor mat; and easy-operating window regulators. Seats are of the air-cushion spring type; the backs, of high-grade spring construction, are padded with hair and covered with durable textile leather.

Better load distribution has been obtained by moving the powerplant and

dash forward. This provides a shorter turning radius and shorter overall length, and distributes the load more evenly on front and rear tires, resulting in longer tire life.

A wide choice of wheelbase lengths is furnished, to meet practically every individual requirement. The following wheelbases are available: models 15 and 18—136, 147, 156 and 168 inches; model 20—136, 147, 156, 168 and 181 inches; model 25—136, 147, 156, 168, 181 and 195 inches. The standard wheelbase of 136 inches remains unchanged, but all of the other wheelbases are six inches shorter than on previous corresponding chassis.

Gross capacities have been stepped up as follows: model 15, from 10,000 to 11,000 pounds; model 18, from 11,000 to 12,000 pounds; model 20, from 12,000 to 13,000 pounds; model 25, from 14,000 to 14,500 pounds. Nominal ratings now are: model 15, 1½-2 ton; model 18, 2-2½ tons; model 20, 2-3 tons, model 25, 2½-3½ tons.

Hercules 6-cylinder truck engines are continued, with some minor refinements. The most important change is in the exhaust manifold, which is now designed with the exhaust outlet at rear instead of at center; this provides greater accessibility for adjustments. Model 15 is equipped with the JXA engine, 3¾-inch bore by 4¼-inch stroke; 228 cubic inch displacement. Both models 18 and 20 are powered with the JXB engine of 3¾ by 4¼ inches; 263 cubic inch displacement. Model 25 has the JXC engine, 3¾ by 4¼ inches; 282 cubic inch displacement.

Important features common to all of these engines include 2½-inch 7-bearing crankshaft; large full length water-jackets; positive gear-driven water pump; force feed lubrication, valve seat inserts; silent wide face timing gears; down draft carburetor; air-cleaner; oil filter; and governor. On the 20 and 25 models an oil-bath type air-cleaner is standard equipment.

Rear axles on all models are Timken full-floating bevel drive type. Other general specifications include 8½-inch fish-belly type frames; 4-speed gearsets; rolled-bearing universal joints; large 4-

wheel hydraulic brakes; fore-shackled front springs; and rubber-bushed spring eyes which require no lubrication. An important feature is the addition of a vacuum power booster to the brake equipment on both the 20 and the 25. A 5-speed gearset is available as special equipment on the 25.

These new Federals carry the same prices as former corresponding models. Prices, at factory, of standard wheel-base chassis with standard equipment are as follows:

Model 15, 1½-2 ton, with 6.00/20 6-ply front and 32 x 6 8-ply single rear tires, \$645. Model 18, 2-2½ ton, with 6.50/20 6-ply single front and dual rear tires, \$875. Model 20, 2-3 ton with 6.50/20 6-ply single front and dual rear tires, \$1,025. Model 25, 2½-3½ ton with 7.00/20 8-ply single front and dual rear tires, \$1,275.

### Lobby Photographs Used to Illustrate Services

Visitors to the office lobby of the American Transfer & Storage Co., Dallas, are not left wholly without something of interest to occupy their time. And these occasional enforced waits in a comfortable group of seats are put to good advantage by the warehouse.

A large rack of photographs which have been taken in every department of the storage company is located at one end of the office counter. There are seven hinged sections, each bearing four pictures. The color scheme used for backgrounds is orange with black trim, the colors used by the company on all trucks, advertising literature and the building front.

The picture rack, which opens like a large vertical book, has a heading across the first section which extends the invitation to "Take a pictorial trip through our warehouse." The fourteen pictures, all 8½x12 inch size, are of the fleet of trucks, fireproof vaults, the wrapping and crating methods, the household goods department, garage, and the office fore.

Another interesting feature noticeable to visitors are shelves, at either side of the office, containing a string of miniature trucks, railroad cars and trailers. These are replicas of the American company's transportation facilities, with colors and signs exactly reproduced.

## New Storage Estimate Blank Being Used by Detroit Group

BY agreement among Detroit's household goods warehousemen a new schedule of rates has been placed in effect and is declared by the operators to be working satisfactorily after an experimental period. Only one of the smaller companies has not subscribed to the plan.

The basis is a storage estimate blank which separates each item of furniture by rooms, and lists each together with the average size in cubic feet. This size is printed on the form. The cost of wrapping each piece, when wrapping is required, also is printed on the blank. A few spaces are left for filling in non-standard items, but the form goes so far as to cover golf bags and lawn mowers.

Cubic-foot rates are used for charging in all cases, and the tariff is:

Storage in fireproof warehouse, 1½ cents a month. Storage in non-fireproof warehouse, 1 cent a month. Warehouse labor, 1 cent a cubic foot. Moving to warehouse, 2 cents a cubic foot. Above second floor, 3 cents a cubic foot.

The same rate of charge for moving out of warehouse is guaranteed by the contract with the customer. The rate for warehouse labor for handling in and out of the warehouse is included in one figure as warehouse labor, eliminating many consumer disputes. In the past, by separating these two figures, customers wanted to claim the right to pay warehouse labor for moving out when the goods were released, whereas warehouse policy demands it be paid on receipt of goods. By not separating the figures, the customer fails to realize the exact figures involved.

The plan is not being enforced by any trade association group but by the

**Moving and Storage Estimate**

DATE \_\_\_\_\_

NAME \_\_\_\_\_ ADDRESS \_\_\_\_\_

Articles for storage should be properly wrapped, depending on their character and quality. The firm that goods must be stored under separate cover on place containing wrapping, unless other agent to receive warehouse liability in case of damage.

NUMBER	ITEM	QTY.	PRICE	WRAPPING	NUMBER	ITEM	QTY.	PRICE	WRAPPING
	LIVING ROOM					BEDROOM—BENT			
1	BOOK CASE	15	1.50	.40		CHEST DRAWERS	20	.50	
	CHAIR, OVERSTUFFED	25	.50	.80		CHILD'S BED (CRIB)	10	.50	
	CHAIR, COGSWELL	25	.50	.80		CHIFFONIER	25	.50	
11	CHAIR, COCA. OR ROCK.	15	.50	.40		CHIFFONIER	25	.50	
	CLOCK, GRANDFATHER	25	.50	.80		CLOTHES HAMPER	5	.50	
	COUCH, STUDIO	25	.50	.80		DRESSER	25	.50	.75
	DAVENPORT	25	.50	1.25		HITE STAND	5	.50	.25
	DESK, LADIES	15	.50	.40		SUIT CASE	5	.50	
	DESK, GOV. WINTHROP	25	.50	.40		TRUNK	10	.50	
	DESK, SECRETARY	25	.50	.75		VANITY DRESSER	25	.50	.75
	FOOT STOOL	5	.50	.15		VANITY BENCH	5	.50	
11	LAMP, FLOOR	5	.50	.25		DINING ROOM			
	LAMP, TABLE	5	.50	.15		ARM DINING CHAIR	10	.50	
	MAGAZINE RACK	5	.50	.15		SUFFET	25	.50	.75
	MIRRORS (BOXED)	10	1.00	.50		DINING CHAIR	5	.50	.55
	MUSIC CABINET	5	.50	.40		CELLINETTE	15	.50	
	PEDESTAL	5	.50	.15		CHINA CABINET	25	.50	.75
	PIANO, BABY GRAND	200	1.00			SERVER	25	.50	.40
	PIANO, PARLOR GRAND	200	1.00			TEA CART	15	.50	.40
	PIANO, STUDIO	200	1.00			SUN ROOM AND PORCH			
	PIANO, UPRIGHT	200	1.00			CHAIR	15	.50	.40
	PIANO BENCH OR STOOL	5	.50	.15		DAVENPORT	25	.50	.40
	PHONOGRAPH, CABINET	25	.50	.30		FERNERY	10	.50	
1	RADIO, CABINET	25	.50	.40		GLIDER	25	.50	
	RADIO, TABLE	5	.50	.25		ROCKER	15	.50	.40
11	RUG, 8 x 10 OR 9 x 12 (2)	10	2.00	1.50		PRING	15	.50	
	RUG PAD	10	.75	.75		TABLE	15	.50	.35
	RUGS, SMALL BUNDLE	5	.75	.75		SCREENS	10	.50	
	SOFA OR SETTEE	25	.75	.40		KITCHEN			
	TABLE, COFFEY	10	.50	.25		BREAKFAST SUITE CHAIR	5	.50	
	TABLE, DAVENPORT	15	.50	.40		BREAKFAST SUITE TABLE	10	.50	
	TABLE, END	5	.50	.25		CIRCULATING HEATER	20	.50	
	TABLE, GATELED	10	.50	.30		COAL RANGE	20	.50	
	TABLE, LIBRARY	25	.50	.40		GAS RANGE	20	.50	
1	TABLE, NEST	5	.50	.25		HIGH CHAIR	5	.50	
	TABLE, OCTAGON	10	.50	.35		HOT PLATE	5	.50	
	TABLE, SMOKING	5	.50	.15		KITCHEN CABINET	20	.50	.50
	BEDROOM					KITCHEN CHAIR	5	.50	
11	BED, DOUBLE OR V.	40	1.50	.75		KITCHEN TABLE	10	.50	
	INC. SPRING & MATTRESS	40	.50	.50		LINOLEUM	20	.50	
11	BED, SINGLE	40	.50	.50		REFRIGERATOR (ICE)	20	.50	
	INC. SPRING & MATTRESS	40	.50	.50		REFRIGERATOR (ELEC.)	20	.50	.75
	BED, DAY	25	.50	.25		STEP LADDER OR STOOL	5	.50	
	BED, FOLDING COT	25	.50	.25		TOTALS			
	CEGAR CHEST (CLOSET)	15	.50	.40					
	CHAIR OR ROCKER	5	.50	.25					
	CHAISE LOUNGE	20	.50	.75					
	TOTALS								

Accepted \_\_\_\_\_ Representative \_\_\_\_\_

This proposal covers the storage, necessary packing and removal of your goods to warehouse.

STORAGE—Fireproof Warehouse  
1500 Cu. ft. at 15¢ per mo. \$ 15.00

STORAGE—Non Fireproof Warehouse  
Cu. ft. at 1c per mo. \$ 10.00

WAREHOUSE LABOR—1c per cu. ft. \$ 10.00

PACKING—Wrapping (as indicated) \$ 2.25

MOVING TO WAREHOUSE  
2c per cu. ft.  
From 3rd floor or above 3c cu. ft. \$ 3.00

Total Including First Month Storage \$ 44.40

NUMBER	ITEM	QTY.	PRICE	WRAPPING
	MISCELLANEOUS			
	SEEK EUN	10	.50	
	BABY CARRIAGE	10	.50	
	BAGS	5	.50	
	BARRELS	10	.50	
	BICYCLE OR TRICYCLE	10	.50	
	BIRD CAGE AND STAND	5	.50	
	BOX, FRT., BOOKS OR MIS.	5	.50	
	CRYSOL, OR BUSH, BKTYS.	5	.50	
	ELECTRIC SWEEPER	5	.50	
	GARDEN TOOLS	5	.50	
	GOLF BAG	5	.50	
	FILING CABINET	10	.50	
	LAWN MOWER	5	.50	
	MANGLE	20	.50	
	SEWING MACHINE	5	.50	
	TUB OR WAGON	5	.50	
	WASHING MACHINE	20	.50	
	RECEPTACLES FURNISHED BY US			
	BOXES, MIS. EACH	10	2.00	
	BARRELS, EACH	10	2.75	
	BOOK CARTONS, EACH	5	.75	
	BOOK BOXES, EACH	5	1.50	
	LAMP BND. CARTONS, EA.	5	1.50	
	RECEPTACLES FURNISHED BY US—PKD BY OWNER			
	BOXES, MIS. EACH	10	1.50	
	BARRELS, EACH	10	1.50	
	BOOK BOXES, EACH	5	.75	
	BOOK CARTONS, EACH	5	.75	
	LAMP BND. CARTONS	5	.50	
	PACKING MATERIAL	5	.50	
	TOTAL BROUGHT FWD.			
	GRAND TOTAL			

REMARKS \_\_\_\_\_

## "Oldest" Self-Lifting Piano Truck in Use Since 1902



THE Self-Lifting Piano Truck Company, piano truck manufacturers in Findlay, Ohio, has awarded to the Ellis Transfer Co., a household goods storage firm in Baker, Ore., the prize which Self-Lifting had offered to the winner of its "oldest truck in service" contest, and the Ellis organization has been given one of the latest models of a piano truck.

Announcement that Self-Lifting was searching for its earliest piano truck still in active operation was made in the

January *Distribution and Warehousing*, and the Oregon warehouse company informed Self-Lifting that the latter's truck No. 168, purchased in 1902, was still being used. During thirty-three years the Ellis firm has moved thousands of pianos with No. 168.

The accompanying illustration shows a fleet of Ellis wagons loaded with pianos for delivery—back in 1905. The famous No. 168 was utilized in lifting these pianos onto the wagons.

warehousemen themselves operating as a round table group.

A detailed survey has disclosed twenty-two furniture warehouses, tech-

nically so classed, instead of the ten usually figuring in furniture storage activities.

A central office is unnecessary, according to Lewis H. Tanner, of the Tanner Fireproof Warehouses, because the rates are so rigidly fixed by the plan and blanks. On a recent large job four major warehouses submitted bids and were only fifteen cubic feet apart in their total estimates. The basic cubic-foot figures are altered occasionally at monthly round table meetings, if experience reveals the need.

Under the enforcement system, if any warehouse firm considers that a competitor has submitted a bid that is too low it has the right to check the estimate sheet in the competitor's files. It may then refer the case to an investigation committee of five members, and the situation may in turn be referred to an arbitration committee of five if inquiry warrants. The arbitration has, by agreement, the right to impose a fine for violation.

If the personnel of either of the five-member committee should happen to include the representative of a complaining or a defendant warehouse he would automatically be disqualified from judging his own case.

# WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## Texas Merchandise Operators Accept Compliance Director's Bid to Check Up on Warehouses

AT the winter convention of the Southwest Warehouse and Transfermen's Association, at Hot Springs, Ark., on March 7-9, the group adopted a resolution under which the Region No. 7 member of the Merchandise Warehousing Trade Code Authority was authorized and directed to arrange with the NRA Regional Compliance Director to make a general check of the warehouses in Texas in connection with Code compliance.

Subsequent to the meeting, the Region 7 member, L. C. Porter of Fort Worth, informed the Southwest's operators that he had arranged with Ernest L. Tutt, Regional Compliance Director, "to make this general investigation" at once, and that he had requested that the Texas and Pacific Terminal Warehouse Company, of which he is manager, be checked first, "after which the investigators will immediately go out to the other principal distribution points in Texas." Mr. Porter concluded: "We have promised Mr. Tutt that we will cooperate with his men in making this check and I respectfully request that each of you render the fullest possible cooperation."

The Southwest group's resolution was adopted after Mr. Tutt, addressing the meeting, had offered to conduct the inquiry "to inspire confidence among the members of the Trade," to quote from the resolution, "and to assure others that the industry is complying with the Code of the industry."

Mr. Tutt has predicted that NRA would be continued and said the Government was just as much interested in enforcement of the trade practice provisions of the Code as in enforcement of the labor provisions.

Speaking as the regional Code Authority member, Mr. Porter alluded to "complaints registered by our customers about rates and special service charges," these complaints coming as a rule from companies themselves operating under NRA pacts.

"In the nature of things," Mr. Porter continued, "these same concerns have complaints made to them about the price of the goods they sell, but the representatives of these companies do not meet such challenges by merely stating that the Code is responsible for the price. They explain that the cost of production, or whatever may be the fundamental rea-

son, does not justify a lower price.

"But who is it that has not heard of a warehouseman, in defending rates and charges, use the excuse that 'the Code makes me do it'? This is far from the truth, and is certainly unbusinesslike.

"It was never intended that the Codes should work hardships and undue burdens upon any industry, but on the other hand the purpose was to lay down certain fundamental ethics of business under which all could operate in a manner fair to themselves and their customers alike. This the foundation upon which our Code rests. Therefore, if, instead of using the Code as a defense when rates are challenged, we present the true facts with respect to cost of producing our service, we will certainly get along further in Code compliance and the promotion of our interest.

"Our Code incorporates the fundamentals upon which our business should

it, and it is the crystallization of years of effort on the part of our trade association to build a code of ethics. We felt that the Code should be made to perform the utmost service for the industry, and it has. We have found that we have been able to do a better job with the Code than we ever did without it.

"If we knew positively that our Code would expire in June, we should redouble our efforts now to make it still more effective, as the results will be permanently beneficial to the industry."

Mr. Adams concluded with an appeal to national, regional, State and local groups within the industry to begin now to strengthen their organization so as to be prepared to take over in the event that NRA does not continue.

G. K. Weatherred, Dallas, former Region 7 member of the Code Authority, pointed out that the pact was recognized at Washington as an outstanding one which had been "a guiding factor in arriving at decisions on other Code guidance in administration," and said:

"If our Code is to be one to live on, not only must its provisions be modified, but what is more devoutly to be wished is that the mental attitude of the men of this industry be coordinated with fundamental principles. Having accepted those principles, then let us build with patience. I know your disappointments. But if through the fire of this year there now begin to emerge the basic, acceptable, supportable and enforceable policies, the year in spite of disappointments will have been one of accomplishment that would be generous compensation for many such years.

"When we shall have established the provisions that are acceptable and supportable and that are essential to the economy of this industry, compliance will then come almost as a matter of course. So, let us emphasize our study of principles, now, and leave compliance for subsequent and somewhat secondary consideration. Do not misunderstand me—everyone in NRA and in industry realizes that compliance is essential; but the leaders say, first, clear out the unnecessary, the unacceptable, the unenforceable provisions, and retain and include those which are essential and acceptable, and compliance will follow."

J. P. Tarry, Wichita Falls, Texas, Southwest's president, said regarding the Code:

"Methods of fair play in business are becoming increasingly popular in the United States due to the purposes and accomplishments of the Codes. Progress

## Calendar

Chamber of Commerce of the United States. Twenty-third annual meeting. At Washington, D. C., April 29 to May 2. Subject, "American Business Policies."

Midwest Warehouse and Transfermen's Association, Hotel Jefferson, St. Louis, April 26 and 27.

Upper New York Warehousemen's Association (New York City). Fifth annual beefsteak, 163d Street and Eagle Avenue, Bronx, April 13.

be conducted. It was shaped, so to speak, by our industry, and its provisions cover those practices which have long been prevalent in the Trade.

"Under these circumstances we are the custodians of the Code, and unless we do our level best to preserve it we are the ones who will suffer. And it is in this spirit that I urge you to lay aside any selfishness, suspicion and distrust which may now exist and use your influence and best efforts to correct such problems as you may have in your particular localities."

D. S. Adams, Kansas City, Mo., chairman of the Trade's Code Authority, urged warehousemen to perpetuate the principles of the Code regardless of whether NRA continued. He said in part:

"We have recommended that NRA and our Code be continued and I urge all warehousemen to cling to the Code and its principles regardless of the future of NRA. The Code is ours. We wrote



made thus far is indicative of social and industrial progress, the ultimate goal of which is the creation of a general desire among business men to help one another. I believe we are gradually approaching that time.

"Many changes in the Codes will be found desirable after our period of experimentation, but their successful efforts in matters of fair play, and forecast for the future, form sufficient evidence to justify their continuance."

Marion R. Niedringhaus, St. Louis, new president of the National Furniture Warehousemen's Association, outlined briefly what the National purposed to do for its branch of the industry.

The fact that shipments were no longer exchanged by rail between members to the same extent as formerly did not lessen the value of membership in the National, he added, for a great and militant trade organization was needed to fight for the interests of the industry. He said he would devote his time as president to building stronger organization, nationally, regionally and locally; that the Government was not going to do the job for the industry, and the industry must itself do it.

The association adopted a resolution reducing the size of the executive committee, the governing board, to five in number—the president, two vice-presidents, the immediate past president, and one member-at-large, with three to constitute a quorum. The previous form of set-up was declared to be unwieldy.

A more detailed report of the Hot Springs assembly appeared in the March 16 *Bulletin* of the Southwest association as prepared by the group's secretary-manager, B. Frank Johnson of Fort Worth.

#### A.W.A. Merchandise Committees for 1935

AMERICAN WAREHOUSEMEN'S ASSOCIATION merchandise division standing committees for 1935 have been announced by the division's president, D. S. Adams, Kansas City, Mo. The committees and their chairmen are as follows:

Banking relations, Warren T. Justice, manager Pennsylvania Warehousing & Safe Deposit Co., Philadelphia.

Bonded warehouses, Jay Weil, president Douglas Public Service Corp., Inc., New Orleans.

Cost accounting and rate procedure, Samuel G. Speak, treasurer Wiggin Terminals, Inc., Boston.

General traffic, Albert B. Drake, president Lehigh Warehouse & Transportation Co., Inc., Newark, N. J.

Law and legislation, S. M. Haslett, president Haslett Warehouse Co., San Francisco.

Membership, W. W. Huggett, vice-president North Pier Terminal Co., Chicago.

Ocean and gulf ports, E. V. D. Sullivan, president Terminal Warehouse Company, Philadelphia.

River and lake ports, R. W. Dietrich, president Dietrich & Wiltz, Inc., New Orleans.

### Cold Storage Leader



Harry S. Hall, 1935 president of the Association of Refrigerated Warehouses. Vice-president of the Grand Trunk Railway Terminal and Cold Storage Company, Detroit, Mr. Hall was elected at the New Orleans convention of the American Warehousemen's Association, of which the A.R.W. is the cold storage division.

#### Clark and Petty Elected Presidents of Oregon and Washington State Groups

THE Oregon State Warehousemen's Association and the Washington State Warehousemen's Association held their 1935 meetings at the Multnomah Hotel in Portland on March 22 and 23 respectively, and storage executives operating in Idaho attended joint sessions thereafter.

The Oregon group elected officers as follows:

President, H. M. Clark, president Holman Transfer Co., Portland.

Merchandise Division Vice-President, Don B. Lewis, president Rapid Transfer & Storage Co., Inc., Portland.

Household Goods Division Vice-President, Samuel Gaddis, Hunt Transfer Co., Inc., Portland.

Secretary and Treasurer, W. H. McMurry, president Colonial Warehouse & Transfer Co., Portland.

Directors, C. E. Penland, Penland Bros. Transfer Co., Pendleton; V. S. French, H. S. French Transfer & Storage Co., Roseburg; M. J. Young, Young Transfer Co., Klamath Falls; Raymond A. Chapin, president Portland Van & Storage Co., Inc., Portland; M. P. Pihl, Pihl Transfer & Storage Co., Portland; Donald G. Bates, president Oregon Transfer Co., Portland.

#### Washington

Officers were elected by the Washington group as follows:

President, Walter E. Petty, secretary Pacific Transfer Co., Spokane.

Vice-President, Carl A. Whitehead, secretary Reliable Transfer and Storage Company, Seattle.

Treasurer, Millard Johnson, president Spokane Transfer & Storage Co., Spokane.

Secretary, W. B. Fohlin, secretary Spokane Transfer & Storage Co., Spokane.

Assistant Secretary, Wilbur Crone, Crone Storage Co., Seattle.

East Side Division Directors, W. Arthur Bryant, owner Bryant Transfer, Walla Walla; William P. Shirk, partner Goodwin Transfer & Storage, Spokane; A. C. MacNulty, Cater Transfer & Storage Co., Spokane; P. C. Hinton, president Riverside Warehouse, Inc., Spokane.

West Side Division Directors, H. P. Mehlfield, secretary Winn & Russell, Inc., Seattle; Matt Newell, president Pacific Storage Warehouse & Distributing Co., Tacoma; J. R. Goodfellow, president Olympic Warehouse & Cold Storage Company, Seattle.

#### By-Laws of 21 Affiliated Trade Groups Now Comply with NRA's Requirements

ANNOUNCEMENT is made by the American Warehousemen's Association that the following trade groups have amended their constitutions and by-laws to comply with NRA requirements:

Region 1, Massachusetts Warehousemen's Association.

Region 2, Pennsylvania Warehousemen's Association, Warehousemen's Association of Philadelphia, Warehousemen's Association of the Port of New York.

Region 4, Association of Cleveland Warehousemen, Grand Rapids Merchandise Warehousemen's Association, Illinois Association of Merchandise Warehousemen, Michigan Furniture Warehousemen's Association, Michigan Warehousemen's Association, Ohio Warehousemen's Association, Warehousemen's Association of Indianapolis.

Region 6, Council Bluffs Warehouse & Transfermen's Association, Kansas City Warehousemen's Association, Lincoln Warehouse & Transfer Association, Midwest Warehouse and Transfermen's Association, Merchandise Warehousemen's Association of St. Louis, Topeka Transfer & Storage Association.

Region 8, Utah Warehousemen's Association.

Region 9, Oregon State Warehousemen's Association, Washington State Warehousemen's Association.

Region 10, Los Angeles Warehousemen's Associations.

To qualify as a Merchandise Warehousing Trade Code Authority agent under Section 1 (d) of the Code it is necessary that an association "impose no inequitable restrictions on membership." Copies of constitutions, by-laws, regulations, amendments or articles of association must be submitted to NRA after having been approved by the Code Authority administrative committee.

**A Mayflower Group Holds Quarterly Meeting**

Approximately fifty eastern seaboard members of the Mayflower Warehousemen's Association and agents of the Aero Mayflower Transit Co. assembled at the Hotel New Yorker in New York City on March 16 for consideration of mutual problems. Those who attended include Burnside Smith, Aero Mayflower's president, and E. S. Wheaton the Mayflower storage group's secretary, both of Indianapolis.

**Efroymson Again Heads Cleveland Association**

THE Association of Cleveland Merchandisemen held its annual meeting on Feb. 25 at the Hotel Hollenden and elected officers as follows:

President, A. B. Efroymson, operating executive National Terminals Corp.

Vice-President, H. E. Schuler, receiver for the Distribution Terminal & Cold Storage Co.

Secretary-Treasurer, Robert C. Greeley, president Greeley-General Warehouse Co.

Directors, the officers and S. A. Sted, vice-president Railway Warehouses, Inc.; and Herbert H. Lederer, president Lederer Terminal Warehouse Co.

**Riddell Reelected by Houston Group**

At the semi-annual meeting of the Houston Warehouse and Transfer Association, held late in March, L. G. Riddell, president Union Transfer & Storage Co., was reelected president for six months. Forrest Cannon was chosen secretary and treasurer.

The group's annual meeting will be held in October.

**San Diego Group Issues Tariff**

THE Truck and Warehouse Association of San Diego County, California, issued on March 1 a local freight tariff, effective ten days later, and filed it with the California State Code Authority for the trucking industry.

Prepared as a 48-page booklet, the tariff names minima for rates for transportation of property in and between points in California, and sets forth the governing rules and regulations. According to Harold W. Dill, San Diego,

the group's field agent, the tariff is being strictly enforced.

The booklet shows that approximately 150 operators, including about thirty storage, van and transfer companies, have subscribed to the tariff, and on eighteen of the pages are set down the rates agreed upon for moving household goods, pianos, baggage, etc., both local and long distance.

The tariff is issued by Ellis Brown, agent, 903 K Street, San Diego.

**Small Truckers Oppose Connecticut Bill**

FURNITURE movers should derive as much benefit from the proposed Connecticut truck regulation bill as any other branch of the industry, Joseph M. Adley, chairman of the State Code Authority for the trucking industry, told the Connecticut Warehousemen's Association at its March meeting, held at the Hotel Garde in New Haven.

Mr. Adley denied that the measure pending in the State Legislature would tend to create a monopoly for large freight hauling companies. He outlined its provisions, including the definitions of common and contract carriers, and said that movers of household goods would necessarily fall into the contract carrier classification.

Progress of the bill has been impeded by opposition from several hundred small truckers who charge that the measure would put small operators out of business and that the regulatory powers granted to the State Public Utilities Commission would be too drastic. The "ConnWA" is on record as favoring State regulation.

The association adopted a resolution petitioning Congress for repeal of the special one-cent Federal tax on gasoline and for suspension of all Federal taxation of motor fuel, leaving that function to the States.

Robert M. Ferguson, New York warehouse insurance authority, told the group that of \$81,000,000 collected in State taxes on insurance premiums last year, only about \$6,000,000 was used for supervision of insurance companies and other related administrative expense, the balance of \$75,000,000 being applied to general revenue. He said this drain was an important factor in boosting cost of insurance.

—Charles B. Barr.

**Keeler Heads Local in Toronto, Ont.**

AT the recent annual meeting of the Toronto Cartage and Warehousemen's Association the group elected as its 1935 president J. W. Keeler, general manager of Toronto Movers.

C. F. Basil Tippet, president Howell Warehouses, Ltd., was chosen vice-president. The new secretary is F. May, 367 Spadina Avenue. The executive committee comprises William Pickard, treasurer W. J. Pickard, Ltd.; P. G. Heyward; Stanley Fenwick, Thomas Collins, Royal E. Hedges; and *ex officio*, M. A. Rawlinson, who is president of M. Rawlinson, Ltd. The auditors are Charles McMillan, president McMillan & Co., Ltd., and Charles Fraser.

**Atlanta Group Favors Continuance of Code**

The Merchandise Warehousemen's Association of Atlanta at a meeting on March 14 went on record as approving continuance of the Merchandise Warehousing Trade's NRA Code of Fair Competition.

The Atlanta group declared in a resolution adopted that the members had found that the Code had been "beneficial to the Trade through the elimination of certain unfair trade practices", that the pact had resulted in a "general uplifting of the Trade" and that it had aided the Trade's customers "by enabling them to be sure of fair treatment at the hands of all merchandise warehousemen, with favors to none that are not granted to all."

The association authorized the Code Authority regional member, Clem D. Johnston, Roanoke, Va., to "use his best efforts toward the continuance of operation" of the Code.

—James J. Butler.

**C.W.A.I. Gets a Charter**

The Central Warehousemen's Association of Illinois has been granted a charter by the Secretary of State of Illinois.

The incorporators are the group's president, Fred W. Bohl, proprietor Corn-Belt Warehouse, Galesburg; the secretary, Russell E. Hillier, partner Hillier Storage Company, Springfield; and J. T. O'Byrne, secretary Chester and O'Byrne Transfer Co., Champaign.

**Pest-Exterminating an  
Atlas Co. Side Line**

(Concluded from page 12)

nently roosting at the sunset hour and thereafter, by discharging Roman candles at them as they settle on the ledges of buildings. Wire netting also has been tried, but this is said to have been too expensive and unsightly to give satisfaction.

President Sweeting, of Atlas, speaking:

"Starlings are habit-forming birds. Large flocks of them go to rest at a certain time—about sunset; and apparently each flock, or group, habitually picks out a different high building on which to alight. They sit in a characteristic way on the ledges of these structures, almost invariably with the beak turned toward the wall and the tail pointed outward and downward over the ledge. Knowing this, Atlas operators spread the repellent substance in such a way that the birds' beaks are over it to get the full benefit of the fumes. The operator covers the ledges with the repellent, which is a sludge-like material of about the consistency of mud, and this soon cakes, emitting a gas which drives the birds away."

As for emergency cases in which Atlas departmental knowledge is able to identify an unusual insect pest and name a remedy therefor, take this example:

An importer of skins of wild beasts and snakes, from the African Gold Coast, obtained these products direct from a trading post, to be shipped in bales to the United States. He was mystified by discovering destroyed hides and skins and finally decided to ask advice of Atlas. The pest causing this damage was identified as the larvae of the Wolf Beetle, and Atlas provided a material for their destruction, if the importer would pack it in with the bales of hides at the shipping post.

Speaking of the business of general pest extermination as a suitable one for the furniture storage warehousemen, President Sweeting said:

"I believe the plan is a good one for him, since he is already established and has a reputation and a staff of employees, some of whom could be used to solicit business. While such an enterprise is not a particularly easy one to enter, once the field has been entered there is plenty of opportunity for making a profit.

"For starting an exterminating department along the general lines of ours, but on a small scale, in my opinion it could be entered on a very reasonable capital outlay. As for space allotted to it, not more than 150 square feet would be required at the outset, this including room for limited quantities of materials and equipment and for a filing cabinet and the manager's desk.

"We found that, based on the business curves of the Atlas company, the peak of the department's activity is in the spring. I can say that whereas early in the progress of the new department we were buying materials in quantities

of ten and twenty-five pounds, we are now buying in quantities of one hundred pounds.

"With our knowledge and experience in this field it would be possible for us to instruct warehousemen in almost any city, by mail, in the methods of the service and to supply them with the necessary operating material, under special agreement or contract, so that their estimators could solicit the work intelligently."

**DSInc. President**

Slater C. Blackiston, who was elected 1935 president of Distribution Service, Inc., when the group held its annual meeting, at New Orleans in February. Mr. Blackiston is a vice-president of the Bush Terminal Company, New York City.

**Keyser Fingerprinted**

Malcom A. Keyser, president of the M. A. Keyser Fireproof Storage Co., Salt Lake City, was portrayed on the front page of a local newspaper in March studying his own fingerprints which had just been made in a fingerprinting campaign which the newspaper was conducting among citizens. He was quoted as expressing opinion that fingerprinting probably would become compulsory in this country.

**Sillence Display**

The H. A. Sillence Co., a household goods storage firm in Hartford, Conn., staged an exhibit, featuring its mothproofing service, at the Hartford Times Progress Exposition held March 16-23 in the State Armory.

In its display the company emphasized its claim that after using its mothproofing preparation for four years not one complaint of damage after treatment had been received.

**Career of Francis M. Brock  
Reviewed in "Family Album"**

(Concluded from page 13)

Among the important factors in the social life of Los Angeles is the Jonathan Club, formed originally in 1896 as a political organization to further the Presidential campaign of William McKinley. The name Jonathan was chosen to signify brotherly love. After the campaign was brought to a successful conclusion the club gradually took on a purely social aspect and of late years there has grown up a club within the club that has almost eclipsed the original. This is known as the Jolly Jonathan Breakfast Club and of this Mr. Brock was a charter member. He belongs also to the Oakmount Country Club, where, to use his own words, he frequently finds time to "play at golf."

Mrs. Brock also is an active figure in club and art circles, her special interest being the Tuesday Afternoon Club of Glendale.

And who is there who needs to be told that Mrs. Brock's name is Marybel and that she is the daughter of the druggist at whose hitching post the Brock horses so often waited patiently for their youthful master on a Saturday night in quaint, historic old Riverside?

**New Terminal in  
Lexington, Ky.**

Lexington, Ky., has a new storage business—the Central Terminal Warehouse Company, which starts operations in a combination warehouse and truck terminal building, four floors and basement, containing 700,000 cubic feet, at 260-268 East Main Street, adjacent to the Chesapeake & Ohio freight depot.

Sprinklered and equipped with two large freight elevators, and with facilities for ten trucking lines to load and unload, the building is being remodeled to provide office and desk space for customers.

Officers of the new company are R. W. Rounsavall, president; William Addams, vice-president; and D. C. Shropshire, secretary-treasurer.

**I.C.C. Permits Further  
Rail Pick-Up Services**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

THE pick-up and delivery services established by the Chicago & Northwestern and the Chicago, St. Paul, Minneapolis & Omaha railroads were upheld late in March when the Interstate Commerce Commission declined to act on protests by the Central Motor Freight Association, Chicago.

These services are effective April 1 at points on the two roads in Illinois, Wisconsin, Iowa, Michigan, Minnesota and Nebraska.

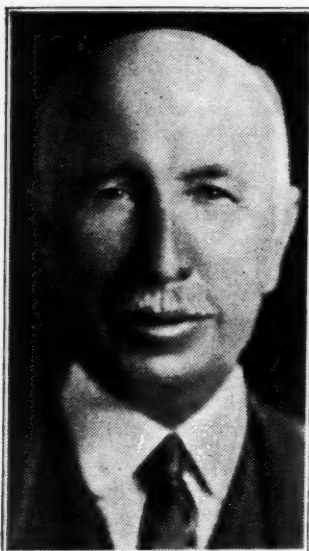
—Eduin Hartrich.



**D. B. McDonald, Duluth  
Cold Storage Operator,  
Dies in Florida at 75 Years**

**D**ONALD B. McDONALD, president of the Northern Cold Storage and Warehouse Company, Duluth, and one of the most widely known business leaders in Minnesota's iron range section, died during the night of March 11 while in Clearwater, Fla., where with his family he was spending the winter months. On the previous day he had suffered a stroke. He was 75 years old.

Born in Kincardine, Ontario, Mr. McDonald removed to Duluth nearly a half-century ago and was an active figure in developing the city and some of the range communities, organizing many business ventures. He owned and constructed the Kelly Furniture Co. and Stack & Co. buildings; was founder and president of the Cole-McDonald Ex-



Donald B. McDonald

ploration Co., which at one time was the largest diamond drill company in the world; was president of the Zenith Dredge Co., president of the American Exchange Bank of Virginia, and a director of the Northern National Bank of Duluth. He was one of the founders of the Virginia Masonic Lodge, and a member of the Scottish Rite, the Commandery, the Shrine, the Rotary Club, the Duluth Chamber of Commerce, the Kitchi Gammi Club and the Northland County Club. He belonged to the cold storage and merchandise divisions of the American Warehousemen's Association, the Minnesota-Northwest Warehousemen's Association and the National Poultry, Butter and Egg Association.

Mr. McDonald is survived by his wife; a son, Donald C. McDonald; and a

daughter, Mrs. Noel Vester, of Clearwater, Fla., and Berlin, Germany. The family home is at 1831 East Third Street. The body was returned to Duluth for burial.

**John G. Neeser Is Dead**

**J**OHAN G. NEESER, president of the Manhattan Storage & Warehouse Company, New York City, and eastern vice-president of the National Furniture Warehousemen's Association, died at the age of 63 in a New York hospital on April 14. He had been ill about two months, pneumonia having followed an operation in February.

Mr. Neeser was a member of the national Code Authority for the Household Goods Storage and Moving Trade.

A story of Mr. Neeser's business career will appear in the May *Distribution and Warehousing*.

**Mrs. Florence Richards**

Mrs. Florence Richards, president of the Richards Trucking & Warehouse Co., Los Angeles, died on Feb. 28. Identified with the Richards firm since its organization more than twenty years ago, she was widely known in California transportation circles. She was born in Galway, Ireland, on Feb. 22, 1885, and was the mother of three children who, with her husband, Thomas Richards, survive.

Illness several months ago compelled Mrs. Richards to turn the company responsibilities over to a son, Martin Richards.

**European Beetles Are  
Found in Connecticut**

Another worry for warehouse operators is suggested in an announcement by the Connecticut Agricultural Experiment Station, New Haven, that a European dermestid beetle, which infests furs, fabrics and foods, has been discovered at Bridgeport.

A State entomologist was asked to examine wrappers of imported bottles of liquor and found that the corrugated paper was full of beetles and their larvae.

How many of the insects escaped from their wrappings is of course unknown, but if conditions favor them they may multiply and become a pest, according to W. E. Britton, State Entomologist.

**YVS Enters  
Sixth Year**

Yellow Vans Associated, a group of household goods companies operating in Pacific Coast cities, celebrated in March its fifth anniversary.

The organization's records show that its members have reciprocated 76 per cent of the total tonnage received from correspondent warehouses in other parts of the country, according to V. L. Mason, Pasadena, YVA's secretary.

**Senne Files Schedules  
in Bankruptcy Case**

**T**HE latest development in the difficulties of the American Storage and Moving Co. known also as the Continental Delivery Association, Philadelphia, which was adjudged an involuntary bankrupt in the United States District Court in that city on Jan. 28, and which is in the hands of permanent receivers, was the filing of schedules by Ronald Senne, the firm's general manager and secretary, on March 13.

Mr. Senne, against whom an order of *ne exeat* had been issued by Federal Judge W. H. Kirkpatrick, as reported in the February *Distribution and Warehousing*, retained counsel and gave his total liabilities as \$29,409 and his assets as \$28,143. Prior to issuance of the *ne exeat*, Mr. Senne had unofficially been reported as in Florida. His statement of the company's liabilities and assets differs materially, in the totals, from the amounts given in both the involuntary petition in bankruptcy signed by the Firestone Tire Service Stores, Francis L. Maguire and Mattson, all of Philadelphia, and in the petition for the writ of *ne exeat* as filed by Receivers Stephen McPhillips and C. J. Yoder.

The petitioning creditors had set up that, at the time of filing of their petition, the American Storage and Moving Co. had assets of \$500 and liabilities "in excess of \$9,000," while the receivers had contended that the bankrupt owed about \$20,000, while having assets of only about \$3,000.

Mr. Senne schedules among his liabilities the following: taxes due to United States, \$577.08; taxes due to States, counties, districts and municipalities, \$15; wages, \$3,306.33; other liabilities preferred by law \$1,271.04; unsecured claims, \$24,239.85. Items among the assets are given as follows: cash on hand, \$550.00; motor vehicles, \$12,355.00; machinery and tools, \$628.20; hauling accounts, \$7,000.62; storage accounts, \$6,455.42; insurance policies, \$74.42; deposits in bank, \$473.22.

**Johnson Succeeds Father**

Lambert D. Johnson, son of the late E. Mead Johnson, has succeeded the latter as president of the Mead Johnson Terminal Corporation, Evansville, Ind. Elected on March 28, he had been the firm's secretary and treasurer. In the latter capacities he has been succeeded by Raymond H. Goebel.

J. D. Beeler, general manager and operating executive, was reelected vice-president. Mr. Beeler is president of the Indiana Warehousemen's Association.

**New UVL Members**

Announcement is made by Daniel L. Britten, Cleveland, manager of the United Van Lines, Inc., that UVL has added to its membership the Busy Bee Transfer Co., Dallas; Daniels Transfer Co., Franklin, Pa.; and South Side Fireproof Storage Co., Racine, Wis.

### Toledo Company Appeals an Income Tax Ruling

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

THE Forty-Third Street Warehouse Company, 108 East Third Street, Dayton, has filed a petition with the United States Board of Tax Appeals for a determination of income tax liability for 1932, which according to the Commissioner of Internal Revenue disclosed a deficiency of \$2,473.71.

As a basis for its request the petitioner contends that the Commissioner erred in disallowing the sum of \$21,060, which was deducted by the firm on its 1932 income tax return as loss resulting from the sale of 540 shares of preferred stock of the Van Cleve Hotel Company, which had been purchased from Frank H. Smith, principal stockholder in the warehouse firm. The Commissioner had determined that the sale was "an arrangement for convenience without actual intent to dispose of the property."

The warehousing firm has requested a hearing before the Board of Tax Appeals so that it may be shown there was no taxable income for 1932, and to set aside the Internal Revenue Commissioner's claim.

—George H. Manning, Jr.

### Forwarding Authority Would Set Up Health Standards

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

AN amendment to the Code of the domestic freight forwarding industry, proposing that standards for the safety and health of employees be established, has been submitted by the industry's Code Authority to NRA for its approval.

The proposed amendment calls for the Code Authority to submit, for NRA approval within six months after adoption of the amendment, the safety standards, which would become the minimum requirements for the whole industry, as part of the Code.

—Edwin Hartrich.

### Smith Is a Witness in Capital Crime Inquiry

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

ARTHUR CLARENDON SMITH, vice-president of Smith's Transfer & Storage Co., whose position as president of the Federation of Business Men's Association makes him Washington's "unofficial mayor," is leading an offensive against laxity in police administration and in law enforcement in the Capital. Appearing before a Congressional committee on March 27, he declared:

"The most glaring weakness in the enforcement of law in Washington today is the slipshod method of continuing criminal cases and accepting pleas."

Speaking for his organization, which

is the central body of all Washington business men's clubs, he deplored the lack of speedy administration of justice. With reference to weakened police morale, he commented:—

"Politics and police do not mix well. Some steps should be taken to remove all semblance of political influence from the police department."

—James J. Butler.

### Foster Tells Liquor Group About Warehouse Services

Harry Foster, director of sale for the Cincinnati Terminal Warehouses, Inc., Cincinnati, told members of the second annual National Wine and Liquor Show, at the Stevens Hotel in Chicago on March 13, that the warehousing industry was offering the liquor industry the best in storage facilities. His own company was using 170,000 square feet for liquor storage, he said, and was employing four gaugers.

Mr. Foster made a good job of advertising the facilities of public bonded liquor storage plants and outlined the services which can be rendered the liquor industry by the various organized warehousing groups.

### Receipts

Mr. Foster stressed the responsibility behind the uniform warehouse receipt and called attention to the American Warehousemen's Association booklets "Commercial Bank Management" and "Warehouse Receipts as Collateral."

In conclusion the Cincinnati executive told about warehousing's organizations trained to render valuable services to manufacturers in solving distribution problems and pointed out that if those facilities were used to the fullest extent the shippers would be able to increase sales at reduced expenses.

### No Conspiracy

"Not guilty of conspiracy" was the verdict returned recently by a jury in Judge Fred H. Witt's Court in Spokane in a \$100,000 damage suit which had been brought by the Bekins Moving & Storage Co. of that city against the Fidelity Savings and Loan Association, Maurice R. Goodwin and William P. Shirk.

The Bekins firm alleged that the Fidelity conspired with the other two defendants to foreclose on warehouse property and ruin the company's business. The taking of testimony continued about two weeks.

### "SoWA" Has a New Office

The office of the executive secretary, Mrs. Lorena W. Coop, of the Southern Warehousemen's Association has been removed to 1461 Piedmont Avenue, Atlanta, from 613 Red Rock Building, Atlanta.

### Warehousemen Are Invited to Join Tour of Inspection of Spirits Districts of France

AN educational tour—in which merchandising warehouse executives of the United States are invited to participate—to the wine and spirits centers in France is being organized by A. Lichtenstein, Sr., now in France arranging for establishment of markets in the United States.

The American delegation will include import liquor trade wholesalers and liquor distributors and hotel and restaurant executives, who will visit all the large producing districts in France. The tour is being arranged in cooperation with the French Line and the American Express Co., and the delegation will sail from New York on July 10 on the French Line's newest oceanic "grayhound," the *S. S. Normandie*.

The itinerary is to include extensive



A. Lichtenstein, Sr.

visits to the Champagne, Vouvray, Soumure, Cognac, Bordeaux, Midi, Rhone and Burgundy regions. French syndicates and wine associations will extend receptions.

"The purpose of the tour," it is announced, "is to bring into close contact the French producers and shippers and Americans engaged in importation, sale and distribution of these products of France."

"Any readers of *Distribution and Warehousing* who are interested in receiving further details may write A. Lichtenstein, 210 Fifth Avenue, New York City."

Mr. Lichtenstein's current efforts in France are being worked out in cooperation with an extensive sales organization functioning in this country exclusively through public warehouses in all of the "wet" States.

Members of the American Warehousemen's Association who attended the New Orleans convention in February will recall that Mr. Lichtenstein was among the guests.

### New Incorporations as Announced Within the Storage Industry

#### California

**LONG BEACH**—Ace Van & Storage Co. Organized with headquarters at 310 East 7th Street. C. W. Carlstrom, 3720 El Cajon Avenue, heads the interests.

#### Illinois

**Chicago**—Petroleum Warehousing Co., Inc., 40 North Dearborn Street. Petroleum and other oil and liquid storage and transportation. Capital 400 shares of no par value stock. Incorporators, Daniel D. Craft, Gordon B. Williams and Ward C. Pearl.

**Chicago**—Produce Terminal Cold Storage Co., Inc., 1550 Blue Island Avenue. Cold storage warehousing. Capital 12,400 shares of par value and 80,000 of no par value stock. Incorporators, William A. Sizer, Gordon B. Wheeler and Wilber G. Katz.

**Chicago**—United Van Service, Inc., 4332 West Madison Street. Warehousing and motor freight and van service. Capital 2,000 shares of no par value stock. Incorporators, Douglas W. Johnson, John R. Fotheringham and George L. Veenstra.

**Peoria**—Truck Terminal Corporation. Warehousing and trucking. Capital 100 shares of no par value stock. Incorporators, M. J. Stanbery and A. E. Wolfe. Headquarters, 1321 South Washington Street, which is the address of the National Warehouse Co.

#### Massachusetts

**Brookline**—Clark Moving Co., Inc. Capital \$20,000. William J. Clark, 7 Weybridge Road, is president and treasurer.

#### New Jersey

**Bayonne**—Fidelity Moving & Storage Co. Capital 100 shares of no par value stock. Agent, Harold H. Albright.

**Newark**—Industrial Warehouse Corporation. Capital \$20,000. Agent, P. B. Rothschild.

**Union City**—Liberty Moving & Storage Co. Capital 100 shares of no par value stock. Agent, Frederick Saperstein.

#### New York

**Brooklyn**—Franklin Movers, Inc. Storage warehouse and van service. Capital 200 shares of no par value stock. Incorporators, Thomas F. Kiely, 110-36 Jewell Avenue, Forest Hills, L. I.; and Joseph Fine, 1966 East 27th Street, Brooklyn.

**Haverstraw**—Haverstraw Industrial Terminal Trucking Co., Inc. Capital \$20,000. Incorporators, Samuel Miller, Haverstraw; and William F. Larkin, West Haverstraw.

**New York City**—Algie Trucking Corporation. Storage warehousing and trucking. Capital \$20,000. Incorporators, Edwin Snell, 140 Poplar Street, Floral Park, L. I.; and Paul Riehl and Blair D. Algie, 101-44 117th Street, Richmond Hill, L. I.

**New York City**—General Warehouses, Inc. Warehousing and trucking. Capital 100 shares of no par value stock. Incorporators,

Harry R. Schiffrin, 3400 Tyron Avenue, Bronx; and Ernestine Correa, 135 West 81st Street, Manhattan.

**New York City**—Industries Shipping Agency, Inc. Warehousing and trucking. Capital \$10,000. Papers filed by Max L. Kantrowitz, 261 Broadway.

**New York City**—Western World Warehouses, Inc. Warehousing and delivery. Capital \$10,000. Incorporators and directors, Leo Levy and Louis B. Bruman, 130 East 59th Street.

**Queens, L. I.**—Merrick Unclaimed Furniture Warehouse, Inc. Capital \$20,000. Incorporators, Herman Goldman and George Goldman, 1580 Lincoln Place, Brooklyn.

**Troy**—Empire Terminal Warehouses, Inc. Capital 200 shares of no par value stock. Incorporators, Bruce W. Hislop, 2 Larch Avenue; and George S. Lawton, 314 Second Street.

#### Ohio

**Toledo**—Cartage & Draymen's Bureau, Inc. Capital 250 shares of no par value stock. Incorporators, Melville L. Eaton, Jr., and Eugene Howard, 432 Valentine Building.

#### Tennessee

**Memphis**—Home Ice Co. Cold storage warehouse and ice plant. Capital not stated. Incorporators, C. K. Goodrich, 196 Avalon Street, and E. P. Nelson.

#### Texas

**Amarillo**—Enochs-Kinney Refrigeration Co. Cold storage warehouse and refrigeration plant. Capital not stated. Incorporators, E. W. Kinney and Edward Enoch.

**Dallas**—Trinity Motor Freight Lines, Inc. Motor freight and express. Capital not stated. Incorporators, B. S. Abernathy and Daniel B. Rogers.

### Meisenbach Hurt in Garage Explosion

K. K. Meisenbach, president of the American Transfer & Storage Co., Dallas, and southern vice-president of the Mayflower Warehousemen's Association, was seriously injured in his garage on March 10.

When he stepped on the starter of his automobile there was a terrific explosion which demolished the car.

Apparently a spark from the starter ignited natural gas which had accumulated in the garage during Mr. Meisenbach's attendance at the Hot Springs convention of the Southwest Warehouse and Transfermen's Association.

### Portland Committee Would End Free Dock Storage

E. F. Brady, manager of the Albers Terminal, Portland, Ore., has been named chairman of a committee of warehousemen, manufacturers and dock operators to campaign for elimination of free storage on local docks. The committee includes Rod Paulson, manager of the Standard Warehouse Company.

### Construction Developments Purchases, Etc.

#### Arkansas

**PINE BLUFF**—Twin City Ice Co. has plans for a \$60,000 cold storage warehouse and ice plant at Fifth and Missouri Streets.

#### California

**Marysville**—National Ice & Cold Storage Co. plans to rebuild portion of cold storage warehouse and ice plant recently wrecked by fire with estimated loss of \$40,000.

**Placerville**—Placerville Fruit Growers' Association is planning a \$200,000 multi-story cold storage warehouse and pre-cooling plant.

**Santa Monica**—Security Van & Storage Co., Inc., has purchased the motor freight line which the Motor Transportation Company, Ltd., operated between Los Angeles, Venice, Ocean Park, Santa Monica and intermediate points.

#### Indiana

**Anderson**—Polar Ice & Fuel Co. plans to rebuild its cold storage warehouse and ice plant at a cost of about \$45,000.

#### Iowa

**Council Bluffs**—Department of Public Works, in cooperation with the local Chamber of Commerce, is planning a \$150,000 waterfront terminal and wharf with warehousing and other facilities.

**Des Moines**—Kirkwood Warehousing Co. has taken over one of the buildings formerly occupied by the Hawkeye Transfer Co., Inc.

#### Kansas

**Kansas City**—Municipal Dock Department is understood to have secured a Federal loan of \$300,000 to be used toward financing a proposed \$2,000,000 project to include warehouses, dock and grain elevator on the Missouri River levee.

**Wichita**—Crystal Ice & Fuel Co. has awarded a contract for extending and improving its cold storage warehouse and ice plant.

#### Kentucky

**Hickman**—City Council is seeking Federal aid to finance a \$100,000 waterfront barge line terminal to include warehouse units and other storage and distribution facilities.

#### Massachusetts

**Lynn**—Louis Young, 40 Pladexter Street, has plans for a \$30,000 1-story cold storage warehouse and ice plant.

#### Michigan

**Detroit**—Detroit Harbor Terminals, Inc., is arranging plans for reorganization under the Federal Bankruptcy Act. A. J. Groesbeck, the company's president, has been appointed trustee by the Federal Court pending completion of reorganization.

**Munising**—Department of Works has applied for Federal aid to finance construction of a municipal wharf with warehousing facilities.

(Concluded on page 44)



### Cleveland Suffers Paralysis of Moving as Union Drivers Strike for Increased Wages

NOT a load of household goods had been moved into or out of storage at Cleveland up to March 22 following a strike called by the Van Drivers & Furniture Handlers Union, Local 292, on Feb. 28. Up to mid-March it was estimated that thousands of dollars worth of business had been blocked. Both outside business and the general public suffered considerably from the traffic paralysis. Even the movement of household goods from one house to another by private persons was halted.

The Warehouse Employers Association, which includes practically every van operator in Greater Cleveland, was dealing with the union on behalf of the Cleveland Furniture Warehousemen's Association, the Cleveland Van Operators Association (East and West Side Chapters) and others. O. L. Scott, president of the Scott Storage, Inc., is chairman of the employers' committee.

The warehouse business in Greater Cleveland is reported about 95 per cent union organized. Warehouses not employing union labor, and whose drivers did not strike, joined the other employers of the industry by refraining from moving any goods.

Several conferences were held between employers and union representatives, with considerable progress. Up to March 22 there had been no settlement but the two factions were within 5 cents of agreement on wages. The union had dropped its demands to 75 cents and 80 cents per hour, while the employers had raised their offer to 70 cents and 75 cents per hour.

At a meeting before A. L. Faulkner, of the U. S. Dept. of Labor, Conciliation Commissioner, on March 13, the employers, at his suggestion, agreed to split the differences and make the rate 72½ cents and 77½ cents per hour. This the union refused.

It is said that this rate would be higher than paid in any other city of the United States.

In the Cleveland newspapers of date of March 22 the Cleveland Van Operators' Association and the Cleveland Furniture Warehousemen's Association bought advertising space to address "the Public of Greater Cleveland," as follows:

"During the past twenty-two days you have been inconvenienced by not being able to move in Greater Cleveland due to the fact that union leaders refuse to accept a compromise, considered by United States Government Conciliator A. L. Faulkner as a fair and equitable settlement of this strike.

"Prior to the strike the undersigned Associations offered, through its committees, a plan of allowing all employees to work pending the settlement of the wage scale by any legitimate means. The union refused to consider this plan and called the strike effective March first.

"After three weeks of negotiation the union refuses to arbitrate. It has turned down the Faulkner recommendation to

accept the compromise increase and still demands an increase scale higher than that paid, to our knowledge, in any city in the country.

"In addition to this position, they have taken the stand that all companies that sign the union agreement will not be permitted to turn over any loads for inter-state movement to non-union haulers for shipment out of Cleveland. Also, that we will not be permitted to furnish assistance to any outside non-union haulers arriving in Cleveland. This imposes conditions upon the members of these Associations manifestly beyond our control.

"In the interest of serving the people of Cleveland, the members of these Associations stand ready to arbitrate differences in wages and ask the Public to demand that the Union recognize the Public's interest and terminate this unnecessary strike."

### New York Warehousemen Join Campaign to Develop Port

MERCHANDISE storage executives in New York and New Jersey are actively identified with the Conference on Port Development of the City of New York, which in March launched a "comprehensive program of port improvement and protection in an effort to stem the inroads being made by competing Atlantic ports and to increase the flow of commerce through the Port of New York.

At the first meeting of the board of directors the officers elected include, as the group's treasurer, Arnold C. Pouch, president of Pouch Terminal, Inc., president of the American Dock Co., and Region 2 member of the Merchandise Warehousing Trade Code Authority. Walter J. L. Banham, of the Otis Elevator Company, is chairman of the board.

The directors include Slater C. Blackiston, vice-president of the Bush Terminal Company, president of Distribution Service, Inc., and secretary of the New York Warehouse, Wharf & Terminal Association; Albert B. Drake, president of the Lehigh Warehouse & Transportation Co., Inc., Newark, N. J.; Harper A. Holt, attorney, vice-president of the New York Warehouse, Wharf & Terminal Association; D. L. Tilly, president, New York Dock Company.

"We are now mapping the Conference program to bolster the Port of New York and 'sell' it to the rest of the country as a quality port but not an expensive port," according to Mr. Banham. "We must halt the loss of trade which this port has suffered into the millions by staving off the sniping of other ports on the North Atlantic and advertising New York the way every other port from Houston to Philadelphia and Montreal advertises theirs.

"We will work for the improvement of our terminal facilities and services here and in that way we hope to hold our present industries, many of which are now migrating elsewhere, attract new ones, and increase business through the port by as much as 15 per cent."

### Stanton, Formerly a Warehouse Architect, Is Now Vice-President of Allied Distribution

FREDERICK STANTON, nationally known as an authority on warehouse architecture and for the past two years identified with the commercial storage industry, became vice-president of Allied Distribution, Inc., on March 18.

In his new position Mr. Stanton is in charge of Allied's Chicago office, at 1525 Newberry Avenue, and of the entire middle western territory controlled from that office. His time will be spent contacting national distributors on behalf of Allied's thirty warehouse-members located in key cities throughout the country.

"Mr. Stanton's thorough knowledge of warehousing in all its phases," according to Willis D. Leet, Chicago, Allied's president, "will be of value to the manufacturers and national distributors located in this territory, and his affiliation with Allied Distribution, Inc., marks one more step in the development of this



Frederick Stanton

cooperative sales and advertising program."

For two years Mr. Stanton was manager of the North Central Terminals Co., Chicago, and during that time he was credited with having brought the firm from the red over into the black.

Prior to his actual warehouse operating experience Mr. Stanton was prominent among the architects and construction engineers specializing in serving the storage industry. Many of the warehouses built in the middle western territory during the past twenty years were erected under his supervision, and a substantial percentage of them were his own creations from original sketches through to the completed structures.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

### New Bond Issue by Griswold-Walker-Bateman, Interests Is to Be Retired as It Matures

THE Griswold and Walker Properties Trust, Inc., (a separate organization from that of the Griswold-Walker-Bateman Co., Chicago), has had a plan approved by the Federal Court for a 15-year extension of its first mortgage notes on a sound, business-like and equitable basis satisfactory to the bond holders.

The Griswold-Walker-Bateman Co., the operating interests, is in excellent financial condition, and has taken over ownership of all the real estate, including the warehouses, and will retire the new bond issue as it matures.

The warehouse firm, it is announced, showed a handsome profit for the year 1934, has paid all its current expenses, and has ample revenue to meet all of the obligations in connection with bonds and preferred stock as these obligations become due. It is looking forward to another successful year.

### Michigan's Wine Storage Rules Are Announced

REGULATIONS for storage and handling of wine have been issued to Michigan warehouses by the Liquor Control Commission. A summary, prepared for *Distribution and Warehousing*, follows:

When a warehouse is approved as a Michigan wine warehouse, all wineries are notified; but separate consent must be obtained, by each winery using the warehouse, from the Commission.

Withdrawals may be made upon duplicate order from the manufacturer (wine-maker) or agent, and must show consignee and the Michigan stock number of the wine. The shipment may

be made by common carrier only upon formal release by the Commission. Such release is unnecessary when made by a registered winery car.

The warehouse is held responsible for keeping records; and must file semi-monthly report with the Commission, showing brand number, receipts and shipments by customer name, and mode of shipment. A separate report must be filed for each winery using the warehouse.

All delivery slips, invoices, etc., are subject to audit by the Commission, and the warehouse is responsible for records so that the difference and receipt and delivery records will actually represent stock on hand when inventoried.

### Situation Wanted

BY rug and furniture plant manager. Many of many years' experience. Knows fabrics and the science of their thorough safe cleansing and refinishing. Efficient production manager of proven sales promotion ability.

Desires position anywhere with firm operating such a department, or will organize and develop one.

Highest credentials. Moderate salary to start.

Address Box C-175, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

### New Providence Firm

American Motor Lines, Inc., organized to do a warehousing and trucking business, has been incorporated in Providence, R. I., with 500 shares of no par value common stock, by Philip B. Goldberg, Leo M. Goldberg and Gladys M. Knott.

### Security's Packing Boxes Utilized in India



LOCALE, Satara, India. Scene, arrival of a shipment of household goods from the U. S. A. These lars and penates were packed in Washington, D. C., by the Security Storage Company of that city, and consigned to the Medical Mission School at Satara.

One of the Security's customers, Mrs. Fisher, is devoting her life to sanitary

and medical work in India, and is serving, without compensation, at the Satara institution. After arrival of the goods in Satara she wrote Security that the wood and nails from the packing cases are being used to build cupboards, shelves and tables for three infant welfare centers in villages near the Mission School.

### Construction Developments Purchases, Etc.

(Concluded from page 42)

#### Nebraska

Omaha—State Department of Public Works is seeking a \$500,000 Federal fund to finance construction of a terminal warehouse and dock project at Fifth and California Streets. Terminal would include several multi-story units.

#### New York

Brooklyn—Butlers Warehouses, Inc., has plans for a \$100,000 1-story warehouse, 135 by 200 feet, at Sackett and Van Brunt Streets.

New York City—United Refrigeration & Terminals Co., Inc., has changed its name to Horton-Pilsener Brewing Company.

#### Ohio

Cincinnati—Cincinnati Merchandise Warehouses, Inc., has awarded a contract for remodeling and improving its plant at 7 West Front Street.

Cleveland—Lederer Terminal Warehouse Co. has awarded a contract for a \$45,000 1-story addition, 100 by 302 feet.

#### Oklahoma

Oklahoma City—Adams Transfer & Storage Co. has taken out a permit for a 1-story warehouse, 40 by 137 feet, at 102 West Frisco Street.

#### Oregon

Medford—Medford Ice & Storage Co. has plans for extending and remodeling a portion of its 4-story plant at a cost of \$30,000.

Portland—Northern Pacific Terminal Co. has awarded a contract for extensions and improvements, to cost \$15,000, in its building at 915 Broadway Northwest.

#### Pennsylvania

Philadelphia—Pennsylvania Warehousing & Safe Deposit Co. has joined the American Chain of Warehouses.

Williamsport—Edwards Motor Transit Co. has leased a 1-story building being erected at cost of \$35,000 and will use it as a warehouse and distribution terminal.

#### Rhode Island

Providence—Department of Public Works is seeking Federal aid to finance construction of a \$1,850,000 municipal wharf with storage and distribution facilities.

#### Washington

Entiat—Entiat Cold Storage Co. has plans for a cold storage warehouse, 44 by 110 feet, to double its present capacity.

### Janesville Blaze

Fire swept through the first and second floors of the warehouse of the George H. Hammes Transfer & Storage Company, Janesville, Wis., on March 20, and caused damage estimated at \$10,000. The blaze was attributed to spontaneous combustion.

# When You Buy—Ask Us

It's always bothersome and time consuming to write all of the manufacturers for literature, prices, names of distributors and dealers, etc. In fact, you are not always sure that the list of manufacturers you are using is complete or that all of the worthwhile concerns are included.

The coupon below simplifies the purchasing of supplies for you. Just check the number corresponding to the alphabetically arranged list of materials below and on the next page, thereby indicating what you intend buying.

Without any obligation or charge whatever, Distribution & Warehousing will do all of the letter writing to see that the manufacturers of the particular classes of materials you are interested in send you prices, literature, etc.

This coupon is for your convenience and will be found in all future issues if you find it valuable. Use it for whatever you intend buying!

## WAREHOUSE AND MOTOR FREIGHT SUPPLIES

No.	Product	No.	Product
1. Alarms (Fire)		18. Floor Repairing Material	
1a. Alarms (Truck Burglar)		Fumigating Equipment	
2. Boxes (Moving)		19a. Vaults	
2a. Box Strapping (machines & supplies)		19b. Boxes or Cartons	
3. Brine		20. Hoists (Chain & Electric)	
Casters		Insecticides	
4a. Dollie		21a. Naphthalene Flakes	
4b. Truck		21b. Spray	
5. Chutes (Gravity Conveyor)		21c. Gas	
Conveyors		22. Pads (Canvas Loading)	
6a. Overhead		23. Pads (Excelsior Wrapping)	
6b. Portable		24. Paper Packing Material	
7. Cooling Eqpt. (for beer, etc.)		25. Paper (Tar)	
8. Cordage (Flat)		26. Partitions (Steel)	
Covers		27. Piano Derricks	
9a. (Paper Furniture)		28. Printing (Warehouse Forms, etc.)	
9b. (Piano)		29. Racks (Storage)	
10. Covers (Tarpaulin)		29a. Rug Cleaning Equipment	
11. Dollies		30. Saws (Portable Machine)	
Doors		31. Stencil Cutting Machines	
12a. Cold Storage—Equipment.		32. Trucks (Hand)	
12b. Elevator		32a. Trucks (Lift)	
12c. Fire		32b. Trucks (Refrigerator)	
13. Elevators (Building)		32c. Trucks (Tiering)	
14. Elevators (Portable)		35. Twine	
15. Excelsior		36. Vans (Lift)	
16. Exterminators (Rat or Mice)		37. Work Suits and Uniforms	
17. Extinguishers (Fire)		38. Wheels (Industrial Truck, Dolly)	

The Automotive Supplies List appears on the next page.



Just fill in the numbers that indicate what you intend buying and also your full name and address. Use (Unlisted Materials) line for products we have not included.

### DISTRIBUTION AND WAREHOUSING

249 West 39th Street  
New York, N. Y.

Gentlemen:

WE ARE NOW DEFINITELY IN THE MARKET TO BUY THE FOLLOWING ITEMS. PLEASE HAVE MANUFACTURERS WRITE US.

(Supply Numbers) .....

Unlisted Materials .....

Company .....

Address .....

City ..... State .....

By ..... Title .....

Note—(No attention will be given requests that are not signed by an officer of the company).



## AUTOMOTIVE SUPPLIES

No.	Product	No.	Product	No.	Product
40.	Air Cleaners, Engine	63.	Cutters, Brake Lining	88.	Lifts, Air
41.	Ammeters	64.	Doors, Garage	89.	Magnetos
42.	Aprons	65.	Drums, Brake	90.	Mufflers, Exhaust
43.	Armatures	66.	Engines	91.	Oil Cleaners, Engine
44.	Attachments, 6-wheel	67.	Fenders	92.	Oil Reclaimers
45.	Bands, Brake	68.	Fire Extinguishers	93.	Paint Removers
46.	Batteries	68a.	Flares	94.	Pullers, Gear & Wheel
47.	Battery Chargers	69.	Gages, Cylinder	95.	Refacers, Valve
48.	Bearings (Size and unit used for)	70.	Gages, Tire Pressure	96.	Shock Absorbers
49.	Bins, Storage	71.	Gages, Wheel & Axle Aligning	96a.	Signals (Truck)
50.	Blocks or Hoists, Chain	72.	Gears, Timing	97.	Sprayers, Paint
51.	Bodies, Armored	73.	Glass, Bullet-proof	98.	Tools, Body & Fender
52.	Bodies, Lift Vans	74.	Glass, Non-shatter	99.	Tools, Spring Shackle
53.	Bodies, Refrigerated	75.	Governors, Engine	100.	Tools, Tire Spreading
54.	Bodies, Truck	76.	Guides, Valve	101.	Tools, Valve Grinding
54a.	Bodies, Moving Van	77.	Guns, Grease	102.	Tools, Valve Seat Renewing
55.	Brake Relining Equipment	78.	Guns, Wash Spray	103.	Trailers
55a.	Cabs, Armored	79.	Heaters, Truck Cab	103a.	Trailers, Merchandise Display
55b.	Cabs, Wood	80.	Heaters, Garage	104.	Transfers, Decalcomania
56.	Chains, Timing	81.	Heaters, Windshield	104a.	Trucks, Gas Motor
57.	Cleaners, Air	82.	Hoists	104b.	Trucks, Electric
58.	Coils, Ignition	83.	Hub Odometers	105.	Valves, Engine
59.	Compressors, Air	84.	Impellers, Waterpump	106.	Washers, Water, Steam & Air
60.	Crankshafts	85.	Jacks, Garage	107.	Wheels, Metal
61.	Creepers, Repair	86.	Joints, Universal	108.	Wheels, Wood
62.	Cushions, Seat	87.	Lifts, Hydraulic	109.	Wheels, Disk
				110.	Wheels, Fifth

Listings of Warehouse Supplies Appear on Preceding Page

Space for noting the information needed on products to be purchased appears on the opposite side of this page.

Note by number the particular class of warehouse or automotive product desired. This coupon will bring you the catalogs, prices, etc., of the different manufacturers of these products.

If the material you wish is not listed, then write its name out in the space allotted for unlisted materials.

## DISTRIBUTION and WAREHOUSING

# WHERE TO BUY



The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help you

save and earn more in the operation of your business. Should you not find listed or advertised in this "Where - to - Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.



## DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

249 West 39th Street  
New York

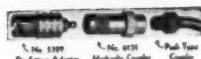
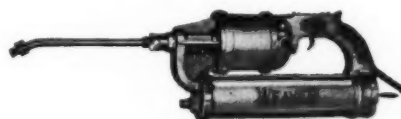
### WHAT'S NEW COLUMN

#### New Weaver Grease Gun

#### Electrically Operated and Portable

THE new Weaver portable electric grease gun can be carried to any job and used anywhere a light socket is handy. No air compressor or other equipment is necessary. Handles every type of chassis lubricant, including the new viscous greases. Operates at a touch of the trigger and stops instantly when the trigger is released, saving one-quarter to one-half of the grease.

According to the manufacturer, users report that one filling of grease, about 1 lb., will lubricate almost twice as many fittings as any other gun they ever used.



This new electric grease gun is equipped with a G.E. universal motor and operates on either AC or DC current. The New Departure motor bearings are shielded and require no attention for the life of the gun.

Light weight is another important feature. The gun is made of aluminum and only weighs 7 lbs. Carefully balanced, this gun is easy to handle without tiring. No air-hose or grease-hose connection is necessary, only an electric cord.

For further information address Dept. 18, Weaver Manufacturing Co., Springfield, Illinois.

#### Graco Grease Guns and Pumping Unit

FOR the greasing service needs of fleet operators, the Graco dual action lever-guns and the portable high-pressure chassis lubricator, both illustrated herewith, have features of construction and operation that are particularly suited for this type of shop work.

Lever-actuated grease guns represent the oldest type of lubrication unit. They are especially adaptable for the application of lubricant to those bearings equipped with a fitting to which a positive connection may be made, such as pin-fittings

### WHERE TO BUY

#### BODIES (Van)

Burch Body Co.; Rockford, Mich.  
Cook Wagon Works, Inc.; A. E.; 77 E. North St., Buffalo, N. Y.  
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.  
Gerstenslager Co.; Wooster, Ohio.  
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.  
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.  
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.  
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.  
Rohloff, Inc., Kendall Square, Boston, Mass.  
Schaefer Wagon Co., Gustav; 4108 Lorain Ave., Cleveland, Ohio.

YOUR NAME on a Gerstenslager-Built Van Body means you have chosen the best.

Now celebrating our 75th Birthday



The Only Exclusive Van Body Builders in the U. S.

THE GERSTENSLAGER CO.  
WOOSTER PIONEER BUILDERS OF ALUMINUM VANS OHIO

### INCREASE SHIPPING FLOOR CAPACITY

MAKE EXTRA TRIPS WITH TRUCKS YOU HAVE NOW

— BY USING —

## "ROLOFF" DEMOUNTABLE BODIES

ASK US HOW

**ROLOFF, INC.**  
KENDALL SQUARE, BOSTON, MASS.

**BOXES, (Moving)**

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.  
 Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Piano)  
 Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.  
 Lewis Co., G. B.; Watertown, Wis.  
 Miami Mfg. Co.; Peru, Ind.

**BOX STRAPPING (Machines and Supplies)**

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.  
 Cary Products Co., Inc.; 126 Nassau St., Brooklyn, N. Y.  
 Harvey Springs & Forging Co.; Racine, Wis.  
 Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.  
 Stanley Works; Grove Hill & Lake St., New Britain, Conn.

**BRINE**

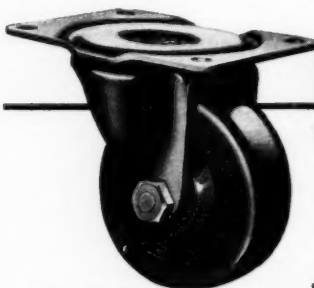
Solvay Sales Corp.; 61 Broadway, New York, N. Y.

**CARPET CLEANING EQUIPMENT**

American Laundry Mch. Co.; Norwood Sta., Cincinnati, Ohio.  
 Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary.)  
 Cleveland Rug Cleaning Mch. Co.; East 55th St. & Erie R.R., Cleveland, Ohio.  
 Electric Rotary Mch. Co.; 3246 W. Lake St., Chicago, Ill.  
 Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment.)  
 Superior Rug Mch. Co.; 2359 Ogden Ave., Chicago, Ill.  
 United Vacuum Appliance Co.; Dept. IX, Twelfth St. & Columbia Ave., Cincinnati, Ind.

**CASTERS (Truck)**

American Caster Co.; P. O. Box 524, Hamilton, Ohio.  
 Bassick Co.; 38 Austin St., Bridgeport, Conn.  
 Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.  
 Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.  
 Colson Co.; Box 550, Elyria, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Darnell Corp., Ltd.; 3517 E. 11th St., Long Beach, Cal.  
 Divine Bros.; 101 Whitesboro St., Utica, N. Y.  
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.  
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
 Lansing Co.; 602 Cedar St., Lansing, Mich.  
 Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.  
 New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.  
 Nutting Truck Co.; 222 W. Kinzie St., Chicago, Ill.  
 Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.  
 Phoenix Caster Co.; Hamilton, Ohio.  
 Saginaw Stamping & Tool Co.; Saginaw, Mich.  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.  
 Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.



## Bassick

### TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.  
 THE IDEAL DOLLIE CASTERS

**THE BASSICK COMPANY**  
 Bridgeport Connecticut

**CLOCKS (Time and Watchmen's)**

Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)  
 Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.  
 Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

**CONTAINERS (Shipping)**

Bird & Son, Inc.; Mill St., East Walpole, Mass.  
 Hummel & Downing; Milwaukee, Wis.  
 King Stge. Whse., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.  
 Lewis Co., G. B.; Watertown, Wis.

**CONVEYORS**

Alvey-Ferguson Co.; 75 Binney Ave., Cincinnati, Ohio. (Gravity)  
 Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)  
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.  
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)  
 Clark Tractor Co.; Battle Creek, Mich.  
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.  
 Link-Belt Co.; 300 W. Forshing Rd., Chicago, Ill. (Portable and gravity)  
 McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)  
 Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)  
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)

**CORDAGE**

Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.  
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)  
 (See advertisement elsewhere in this issue.)

**COVERS (Paper Furniture)**

Ace Paper Co., Inc.; 127 Bleeker St., New York, N. Y.  
 Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.

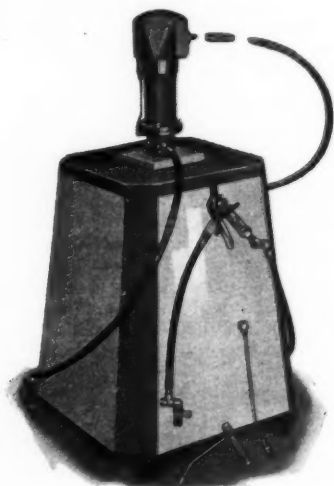
or the new hydraulic (ball head type) fittings.

Lubricant in these guns is delivered on both the up and down strokes, giving high volume and pressure, where resistance is encountered. Approximately 5,000 pounds pressure is developed. Volume delivered per stroke is about 1/5th of an ounce. The lubricant capacity of the gun, manually filled, is 1 pound. The gun has an over-all length of 16 in., weighs 7 pounds and is chromium-plated.



The Graco high-pressure chassis lubricator is equipped with single or double pumps, the latter being used for heavy fibrous lubricants. This portable unit dispenses lubricant at high pressure from an original 100-pound capacity lubricant drum, thus eliminating the need of transferring—oftentimes the cause of foreign matter getting into the lubricant.

This unit is designed to cope with a condition in truck lubrication wherein there is a variation in the size and type of bearings, making necessary or advisable lubricating equipment with a wide volume range within control of the operator. This is especially true with reservoir type bearings and where "pressed-in" closures or "welch plugs" are used.



The pumping mechanism is fully automatic, being operated by compressed air on both the intake and output strokes. When in use the unit must be connected to an air line. The action of the pumping and pressure mechanism is controlled by the double-range control valve at the end of the service hose. When the valve is depressed, thus lessening the internal pressure, the mechanism is instantaneously put in operation. The double-range control valve permits the positive control of the flow or volume—depressed to the first state limited volume is gained—the second stage, a rapid flow in large volume.

### Handy "Self-Clean"

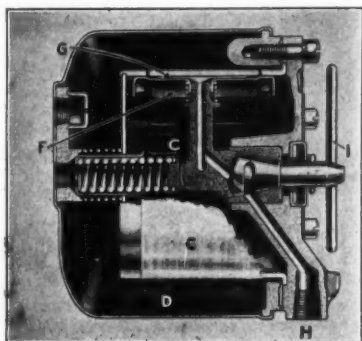
### Oil Cleaner

**FIVE** outstanding features are claimed for the Handy oil cleaner, namely that it is self-cleaning, self-ejecting, permanently efficient, indestructible and, lastly, oversize in capacity.

The illustration herewith explains this cleaner's operation. The filter assembly consists of three essential elements—a substantial metal housing; a filtering unit of distinctive construction; and a rotating shoe containing a backwash slot and discharge vent to the atmosphere.



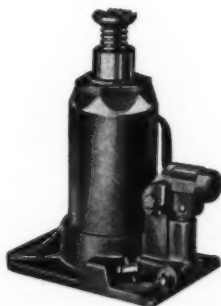
In operation, the crankcase oil to be cleaned enters the filter under the normal oil line pressure at the opening just below F. It then passes into a screen placed below and near the end of the coiled spring shown where it is filtered through the screen segments shown immediately under C. All abrasive material is deposited on the inner surface of the screen. The filtered oil collects in the chamber D and leaves the filter at the outlet above F.



The filtration process is continuous during the operation of the engine, until it finally becomes necessary to remove the accumulated deposit from the filter element. This cleaning operation, performed with the engine running, is accomplished by rotating the shoe F with the handle I, bringing the cleaning slot G progressively under the grit laden segments C. The cleaning slot G and the discharge duct H are open to the atmosphere, while the filtered oil in the chamber D is under oil line pressure. Thus when the slot G passes under the dirt laden segments of the screen, there is a high pressure reverse flow of the filtered oil back through the filter screen. This washes away all sludge through H to the atmosphere. This is done instantaneously and the segments are all thoroughly cleaned by one rapid rotation of the screen. Less than 1/4 pint of oil is used in cleaning.

### Hein-Werner Hydraulic Truck Jacks

THREE 12-ton hydraulic jacks just brought out are tested at 1 1/2 times their rated capacity and are especially designed for heavy-duty trucks and for shop use. These jacks have large sled bases, are absolutely safe, and cannot lower accidentally because the handle must be removed from the pump in order to open the release valve.



Model E12.8 has a range from 8 to 16 in. and weighs 33 lbs. Model E12.9 has a range from 9 to 17 1/4 in. and weighs 35 lbs. Model 12.11 has a range from 11 to 18 in. and weighs 40 lbs. All models are priced net to the fleet owner at \$21.35 (\$22.50 west of Denver).

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

### COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y. (See advertisement elsewhere in this issue.)  
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga. (See advertisement elsewhere in this issue.)  
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn. (See advertisement elsewhere in this issue.)  
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (See advertisement elsewhere in this issue.)  
Self-Lifting Piano Truck Co.; Findlay, Ohio. (See advertisement elsewhere in this issue.)  
Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

### COVERS (Truck)

#### (Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.  
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
Carpenter & Sons Co.; Geo. B.; 440 N. Wells St., Chicago, Ill.  
Channon Co., H.; 149 N. Market St., Chicago, Ill.  
Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.  
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga. (See advertisement elsewhere in this issue.)  
Hoegee Co., Inc.; Wm. H.; 138 S. Main St., Los Angeles, Cal.  
Hooper & Sons Co.; Wm. E.; 3502 Parkdale St., Baltimore, Md.  
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (See advertisement elsewhere in this issue.)  
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.  
The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.

### DOLLIES

Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill.  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.

### DOORS (Elevator and Fire)

California Fpt. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)  
Harris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)  
Kinneer Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)  
National Refrigerator Co.; 827 Keolin Ave., St. Louis, Mo. (Cold stge.)  
Peele Co., The; Harrison Pl. & St., Newark, N. Y. (Elevator)  
Richmond Fpt. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)  
Security Fire & Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)  
Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)  
Varlet Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)  
Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)

### ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Blaney Ave., Oakley, Cincinnati, Ohio.  
Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)  
Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.  
Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

### ELEVATORS (Portable)

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.  
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.  
Link-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.

### EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.  
American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
Orange Mfg. Co.; Elford, N. C.  
Phillips Excelsior Co.; Chattanooga, Tenn.  
Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.

### EXTERMINATORS (Rat or Mice)

Ratin Laboratory, Inc.; 116 Broad St., New York, N. Y. (See advertisement elsewhere in this issue)

### EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 100 E. La France St., Elmira, N. Y.  
Elkhart Brass Mfg. Co.; 1302 W. Ardmore St., Elkhart, Ind.  
Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.  
Pacific Fire Extinguisher Co.; 142 9th St., San Francisco, Cal.  
Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.  
Safety Fire Extinguisher Co.; 200 Seventh Ave., New York, N. Y.  
Solvay Sales Corp.; 61 Broadway, New York, N. Y.

### FLOOR REPAIRING MATERIAL

Euclid Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.  
Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.

### FUMIGATING EQUIPMENT

Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

### HOISTS (Chain and Electric)

Alloy Steel & Metals, Inc.; 1892 East 65th St., Los Angeles, Calif. (5 Ton Hand Hoist)  
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia. (Elec.)  
Chisholm-Moore Hoist Corp.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)  
Harnischfeger Corp.; 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)  
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)  
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)  
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)  
Roeper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)  
Wright Mfg. Co.; York, Pa. (Chain and elec.)  
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

### INSECTICIDES

Barrett Co.; 40 Rector St., New York, N. Y.  
Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (Gas)  
Cenol Co., Dept. M.; 4250-56 No. Crawford Ave., Chicago, Ill.  
Enos Chemical Co.; 2490 Indiana Ave., Chicago, Ill.  
Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.  
Gretsch & Co., Inc.; Ralph, 1150 Broadway, New York, N. Y. (See advertisement elsewhere in this issue.)  
Michigan Alkali Co.; 60 E. 42nd St., New York, N. Y.  
Midway Chemical Co.; 5285-5289 W. 65th St., Chicago, Ill.  
National Home Sanitation Co., Dept. A.; 627 First Ave., North, Minneapolis, Minn.  
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.  
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J. (See advertisement elsewhere in this issue)  
Wizard, Inc.; 5235-5239 W. 65th St., Chicago, Ill.

**NAPHTHALENE FLAKES**

Barrett Co.; 40 Rector St., New York, N. Y.  
 Gretsch & Co., Inc.; Ralph, 1150 Broadway, New York, N. Y.  
 White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
 (See advertisement elsewhere in this issue.)

**MOTH-CRAFT PRODUCTS** ●  
 give safe, sure and inexpensive  
 insurance against damage by moths



**NAPHTHALENE FLAKES and  
 PINE TAR PAPER**

24 hour shipment and personal attention to every order.

Write or phone  
**RALPH GRETSCH & CO., INC.** 1150 Broadway, N. Y. C.  
 Phone ASHland 4-9417

**PADS (Canvas Loading)**

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.  
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
 Gotch Co., Walter M., 630 W. Adams St., Chicago, Ill.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.  
 (See advertisement on page of this issue)  
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.  
 (See advertisement on page of this issue)  
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
 Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.

**PADS (Excelsior Wrapping)**

American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
 Dale Bros. Excelsior Pad Co.; 1659 Plainfield Ave., N. E., Grand Rapids, Mich.  
 Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.  
 Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.  
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.  
 Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.

**IRON HORSE**



Reg. U. S. Pat. Off.

**FURNITURE PADS**

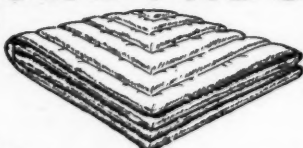
Always improving values  
 through nineteen years of  
 honest service.

Cut sizes 36 x 72, 54 x 72,  
 72 x 72, 80 x 72.

Write for prices and  
 samples.

Van Linings  
 Grand Covers Tietape

**CANVAS SPECIALTY CO., Inc.** 90 Grand St., N.Y.C.



**Fulco**



**FURNITURE  
 PADS**

**and  
 TARPAULINS**

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-lump filler and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer.  
 Write today for 1935 prices on FULCO PADS, FULTEX and SHUREDREY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

**Fulton Bag & Cotton Mills**

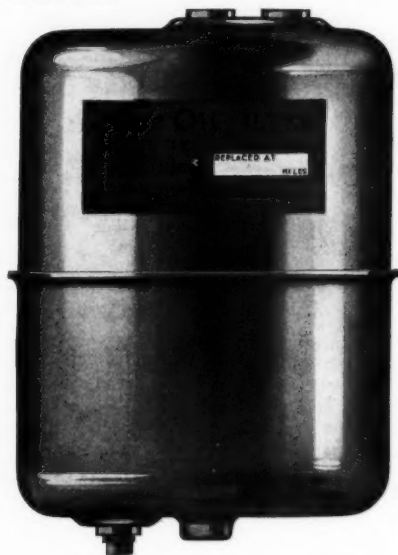
Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS  
 MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

**"Edde" Oil Filter and  
 Magnetic Separator**

THE dual-action oil filter and magnetic separator called the "Edde" is especially designed for use on motor trucks and, according to the manufacturer, is most efficient when installed on trucks used in long haul operation.

In addition to a full and complete filtering element, it has a magnetic separator which takes out the small metallic needle-point like particles which, acting as an abrasive, cause considerable motor destruction.



The "Edde" oil filter lists at \$5, while the replacement cartridges list at \$3.50 each. Fleet owners are entitled to 40 per cent discount on both prices. Each filter is packed complete, with all necessary brackets, copper tubing and fittings necessary for installation on any make of truck. The installation can be made by any competent mechanic in a few minutes.

**Metal and Wood Roof  
 Construction**

METAL has long been recognized as a desirable body roof material, numbering among its good qualities long life, freedom from rips or tears and freedom from leaks. Also because it is of the same material used on the side walls of the body, the same painting and finishing schedules can be used.

Among the drawbacks retarding the use of metal were high conductivity, making a body so hot or cold that lading was injured. Noise and the difficulty in working to special designs were other retarding factors.



The new Met-l-wood top construction overcomes the above objections. The illustration shows a completely fabricated roof before it is applied to the body. The construction consists of a metal and wood veneered panel placed between formed

roof rails of a pleasing curvature and reinforced by steel structural shapes or carlines.

By following the above method, the roof is manufactured as a separate assembly so that it can be easily and conveniently handled on the floor. Simple fixtures have been designed to assist in assembly, but these are adaptable to any shape or size and are inexpensive.

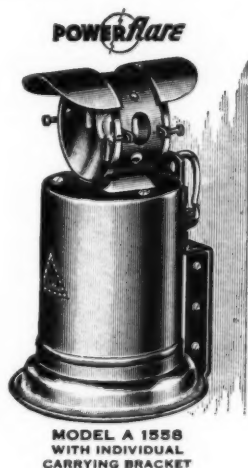
The roof rails are formed from straight sections—the curves, such as the front and rear drops, being accomplished by cutting the rail, bending and rewelding. A little hammering and sanding completes the process. The average shop doing bumper or fender work would find this top forming work simple.

The method of fastening the roof rails and carlines to the body panels has been worked out through the patented use of bifurcated or split rivets, a method of fastening which has proved superior to solid rivets, screws or bolts, in that they do not work loose and are easier to apply.

A completed van is shown herewith with one of these specially shaped metal and wood tops. This unit was exhibited at a recent convention of furniture warehousemen in Chicago.

### Delta Portable Electric Power Flare

DESIGNED to enable fleet operators to comply with state laws requiring stalled vehicles to display warning signals. Operates on a standard 6-volt lantern battery, either with constant burning light or flashing signal. Switch control provides either type of signal. It can also be used as a trouble lamp by merely removing one red lens and throwing the switch to constant burning, effective for tire changing, breakdowns, etc.



MODEL A 1558  
WITH INDIVIDUAL  
CARRYING BRACKET

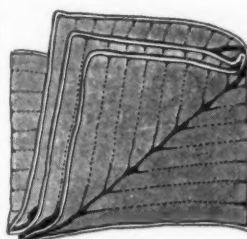
Burning constantly this flare will show an average battery life of 80 hrs. Used with flasher the average life of the battery is about 40 hrs.

Other features include a sturdy, all-steel construction, enamel finish, and carrying bracket for mounting purposes. Price complete without battery, \$2.75.

### Kling-Tite Automatic Tackers and Staplers

ONE of the handiest tools around a warehouse shop is the Kling-Tite Model T-3 automatic one-hand compression tacker, shown herewith. This operates with one hand, leaving the other hand free to hold the material to be tacked. This tool is particularly useful for fastening shipping tags to crates, cartons, etc.

With its 140 staples in a strip and fed automatically, the Kling-Tite eliminates waste such as is met with by users of the hammer-and-tack method.



### POWCO FURNITURE PADS

CUT SIZE { 72 x 36"  
72 x 54"  
72 x 72"  
72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "pumping." Made with cotton filler, gives extra thickness and permanent body.

Furniture Tape, 1 1/2" wide, Rolls of 27 yards.

Tarpaulins  
Truck Covers  
Awnings

POWERS & CO. REED ST. 25TH TO 26TH  
PHILADELPHIA

### PAPER PACKING MATERIALS

Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.  
Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.  
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.  
Pitche-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.  
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.

### PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

### PAPER (Tar)

Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.  
(See advertisement elsewhere in this issue)  
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

## SIMPLE, YES! Simple as A-B-C!

WHY bother with costly vaults and poisonous gases? All you need for positive moth prevention is a tight room and a supply of

## WHITE TAR NAPHTHALENE FLAKES or BALLS

Just scatter them freely and the job is done! Made from fine, snow-white refined naphthalene—packed in boxes, cartons and barrels. To protect rugs, carpets and draperies from moths as well as dirt, wrap them in

### PINE TAR PAPER

... tough—inexpensive—available in sizes to meet every requirement.

Send for Prices and Full Information Today!

The WHITE TAR CO. of NEW JERSEY, Inc.

(A subsidiary of the Koppers Co.)

Belleville Turnpike

KEARNY, N. J.

### PARTITIONS (Steel)

Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.  
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.  
Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.  
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



**PIANO DERRICKS AND TRUCKS**

Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Self-Lifting Piano Truck Co.; Findlay, Ohio.  
 (See advertisement elsewhere in this issue)

**PRINTING**

Economy Printing Service; 341 East 150 St., New York City,  
 N. Y.

**PRINTING****WAREHOUSE PRINTING FORMS  
OF EVERY DESCRIPTION**

- Careful household storage warehousemen use the Economy Printing Service forms to aid them in operating their business legally and efficiently.
- The Economy Printing Service will gladly send you samples and quotations on request and will gladly quote prices on the forms you are now using.
- Our service and estimates will cover all of your printing needs.

**ECONOMY PRINTING SERVICE**  
 341 EAST 150TH ST. NEW YORK CITY

**RACKS (Storage)**

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.  
 Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.  
 Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.  
 Medart Mfg. Co.; Fred; Pontiac & DeKalb Sts., St. Louis, Mo.

**RECORDERS (Motor Truck)**

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.  
 Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.  
 Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.  
 Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill.  
 U. S. Fare Recording Co., Inc.; 511 W. 54th St., New York, N. Y.  
 Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

**SAWS (Portable Machine)**

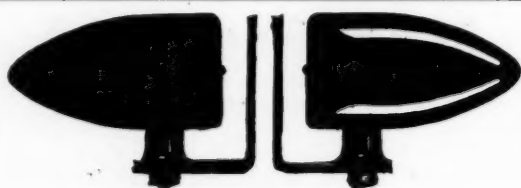
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
 Kennedy, Ralph M.; 111 N. Seventh St., Philadelphia, Pa.  
 Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.  
 Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.  
 Onan & Sons, D. W.; 43 Royalston Ave., Minneapolis, Minn.  
 Skilsaw, Inc.; 3310 Elston Ave., Chicago, Ill.  
 Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

**SCALES**

Dayton Scale Co.; Dayton, Ohio.  
 Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
 Gaston Scale Co.; Beloit, Wis.  
 International Scale Co.; 270 Broadway, New York, N. Y.  
 Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.  
 Toledo Scale Co.; Toledo, Ohio.

**SIGNALS**

Turn Signal Corp.; 400 E. Rittenhouse Ave., Phila., Pa.



**A paying investment.**

Watch for this trademark.

**TURN SIGNAL**  
 CORPORATION

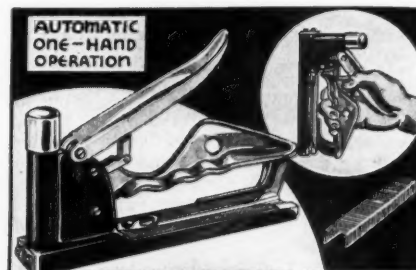
400 E. Rittenhouse St., (Germantown) Phila., Pa.

**STENCIL CUTTING MACHINES**

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.  
 Diagraph Stencil Mche. Corp.; 2913 Clark Ave., St. Louis, Mo.  
 Ideal Stencil Mche. Co.; 22 Ideal Block, Belleville, Ill.  
 Marsh Stencil Mche. Co.; 35 March Bldg., Belleville, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Staples are shot as fast as the handle of this tool is gripped, each pressure of the handle giving a positive, trip-hammer drive.



This tool uses a tack-point staple for tacking and a chisel-point staple for stapling. In either case, there is sufficient force to penetrate wood for all kinds of securing work, and without buckling. The tack-point staples are made in ¼-in. and 3/16-in. lengths. The chisel-points for stapling are made in ¼-in. length.

**Yale Zephyr Hand Lift Truck  
Heavy Duty Type**

THE Yale Zephyr has been developed for warehouses and motor freight operators whose average load is from 300 to 1000 lb., and is of light weight but strong construction. This new model will handle a 36 by 42-in. skid platform in a 4-ft. aisle. Steering through a caster wheel permits use of the truck in a minimum amount of operating space.

To elevate the load the operator grasps handle, depresses a treadle and lets the weight of his body act as a counterweight.

Descent of the load is always under control. The load may be pushed or pulled with the handle locked in vertical position and may be pulled with the handle extended to normal pulling position.



Wide faced roller bearing type wheels and a ball bearing swivel caster have a normal rating 50 per cent higher than the truck capacity.

The lifting mechanism is of steel and malleable castings.

The axles and link shafts are locked to prevent turning or wear in the side rails. The wearing parts are accessible and easily replaced. A reinforced steel plate welded between the side rails provides a deck which will permit the truck to handle loads with or without skid platforms.

Other specifications include a frame width of 18 in., a lift of 2 in., and a ground clearance of 1½ in. Hyatt roller bearings and a ball bearing swivel caster are used.

## TIRES (Industrial Truck)

General Tire & Rubber Co.; E. Market St., Akron, Ohio.  
(See advertisement elsewhere in this issue.)  
Goodrich Rubber Co.; B. F.; Akron, Ohio.  
Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.

## TIRES (Motor Truck)

Firestone Tire & Rubber Co.; So. Main St., Akron, Ohio.  
General Tire & Rubber Co.; E. Market St., Akron, Ohio.  
(See advertisement elsewhere in this issue.)  
Goodrich Rubber Co.; B. F.; Akron, Ohio.  
Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.  
Kelly-Springfield Tire Co.; 405 Lexington Ave., New York, N. Y.  
Mohawk Rubber Co.; 1235 Second Ave., Akron, Ohio.  
Seiberling Rubber Co.; Akron, Ohio.  
United States Rubber Co.; 1790 Broadway, New York, N. Y.

## TRAILERS (Motor Truck)

Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)  
General Motors Truck Co.; Pontiac, Mich.  
(See advertisement elsewhere in this issue.)  
Highway Trailer Co.; Edgerton, Wis.  
Stoughton Co.; Stoughton, Wis.  
Trailer Co. of America; 31st and Robertson, Cincinnati, Ohio.  
Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

## TRUCK RACKS (For Hand Trucks)

Re-Bo Equipment Co.; 405 Lexington Ave., New York City, N. Y.

## TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa.  
(All steel stevedore)  
Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)  
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)  
Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.  
Colson Co.; Box 550, Elyria, Ohio. (Platform and stevedore)  
Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)  
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)  
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.  
Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.  
Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)  
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)  
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)  
McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)  
Marion Malleable Iron Works; Box 680, 928 Miller Ave., Marion, Ind. (Dolly)  
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.  
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)  
Saginaw Stamping & Tool Co.; Saginaw, Mich.  
Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
Streich & Bro. A.; 315 Eighth St., Oshkosh, Wis.  
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)

## TRUCKS (Jack)

Colson Co.; Box 550, Elyria, Ohio.

## TRUCKS (Refrigerator)

R & B Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.  
Self-Lifting Piano Truck Co.; Findlay, Ohio.

## TRUCKS (Tiering)

Clark Tractor Co.; Battle Creek, Mich. (also Lifting)  
Crescent Truck Co.; 105 N. Tenth St., Lebanon, Pa.  
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
New Jersey Foundry & Mach. Co.; Garwood, New Jersey. (Chain)  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.  
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa.

## VAULTS (Fumigation)

Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

## WAREHOUSE FORMS

Economy Printing Service; 341 East 150th St., New York City, N. Y.  
(See advertisement elsewhere in this issue.)

## WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.  
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

## WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Keat St., Detroit, Mich.  
Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.  
Hirsch-Wels Mfg. Co.; 205-209 Burnside St., Portland, Ore.  
Isaac and Son, Wm.; 88 Bowery, New York, N. Y.  
McDonald Mfg. Co.; R. E.; Twelfth & Penn Sts., St. Joseph, Mo.  
Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.  
Nunnally & McCrea Co.; 104-6 Mitchell St., S. W., Atlanta, Ga.  
Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
Scott Mfg. Co.; Cyrus W.; Houston, Texas.  
Star Overall & Uniform Mfg. Corp.; 61-63-65 Taaffe Place, Brooklyn, N. Y.  
Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.  
Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.



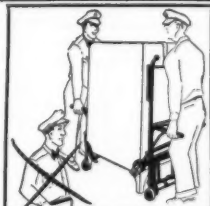
## A New Way to Reduce Trucking Costs

The Colson System will reduce your handling costs by a half. The two-wheeled jack is quickly engaged to the dead end of a two-wheeled platform—combining into one system the advantages of a platform truck and a lift truck. One jack serves many platforms. Empty platforms are handled like hand trucks.

Send today for complete information.

**Colson**

THE COLSON CO.  
ELYRIA, OHIO



## Reduce Your Handling Costs by 1935 Methods

**X-70 REFRIGERATOR TRUCK**  
fits all cabinets, with or without legs, or crated. Prevents damaging cabinet, floor or walls. Only pads touch cabinet. Heavy duty all steel frame. One truck with top casters and handles for tilting and rolling into vehicles and on stairs. Complete set \$34.50. Ball bearing swivel casters on one end \$5 extra.

**BALANCE REFRIGERATOR TRUCK**  
Also ideal for heavy boxes, crates, stoves and furniture. Padded nose piece has instant, exact adjustment \$35.

**NEW BUCKEYE SILL PIANO TRUCK**  
Heavy duty. Center wheel allows balancing and turning without lifting. Handles uprights, grinds and baby grinds easily and safely. Prevents scraping or marring floors. Also 10 other styles. Write today for free circulars.

Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

An investment in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

# BOOKS AND PAMPHLETS OF INTEREST TO THE INDUSTRY

*These Can Be Supplied, at the Prices Indicated, by*

## DISTRIBUTION AND WAREHOUSING

249 West 39th Street, New York City

### Codes of Fair Competition Approved by NRA

Merchandise Warehousing Trade .....	\$0.05
Household Goods Storage and Moving Trade.....	0.05
Trucking Industry .....	0.05
Domestic Freight Forwarding Industry.....	0.05

### Corporations Doing Business in Other States .....

State Regulations and Requirements.  
By H. A. Haring

5.00

### Custom House Guide.....

10.00

Contents include all warehousing regulations prescribed by U. S. Customs authorities, and information on how to become bonded; also warehousing standard terms and conditions.

### Household Goods Warehousing in the United States .....

6.00

Selection of site, building design and construction, accounting, stowing, insect control, estimating, cartage, packing, rates, insurance, etc.  
By Clarence A. Aspinwall

### New Business for Warehouses.....

3.00

Fifty articles published originally in *Distribution and Warehousing* and now revised and brought up to date by the author, on the storage executive's important problem of attracting new accounts among national distributors. 322 pages.  
By H. A. Haring

### Rate Schedules for Merchandise Warehousemen .....

5.00

A tariff-building manual compiled by the Merchandise Division of the American Warehousemen's Association. Includes the Standard Contract Terms and Conditions.

### Simplified Rate Manual for Merchandise

#### Warehousemen .....

\$3.00

Compiled and published by the Texas Warehouse & Transfermen's Association, Inc. A basis of scientific rate structure; an analysis of handling and draying revenues. BY D. W. TACKETT

### Standard Contract Terms and Conditions. 0.05

A Department of Commerce publication.

### Suggestions for the Practice of Commercial Arbitration in the United States.....

1.85

Prepared by the American Arbitration Association.

### Warehouse Directory (subscription to *Distribution and Warehousing* included) ..

3.00

The industry's annual reference volume, containing statistics and data regarding warehouse companies throughout the United States, Canada, and foreign countries.

### Warehousing .....

10.00

Trade customs and practices; financial and legal aspects. BY H. A. HARING

### Warehousing and Transportation Economies in Distribution .....

0.05

A study by the Domestic Distribution Department of the Chamber of Commerce of the United States. Outlines when and how public warehousemen can save money for distributors.

### Warehousing General Merchandise—An Encyclopedia

Prepared by the American Warehousemen's Association.

Regular Edition to A.W.A. members: Vol. I, and Vol. II. Both .....

8.00

Regular Edition to non-members: Vol. I, and Vol. II. Both .....

12.50

Please Send Payment With All Orders



# WAREHOUSE DIRECTORY

**A Guide to representative Merchandise, Cold Storage and Household Goods, Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns**

## "Business Progress"



*Reproduction of mural painting which was exhibited by the Chicago "Journal of Commerce" at the A Century of Progress Exposition. The painting now hangs in the La Salle Street Station in Chicago.*

## "Andy Says"



AS far back as two years ago, but particularly during the past six months, we have been receiving letters from warehousemen, some of whom are operating motor freight lines, inquiring about machines or methods used for refrigerating motor trucks and trailers. Some have been interested in keeping their equipment at what is termed "high refrigerated" temperatures, of from 35 to 40 degrees, while others desire the low temperatures of freezing or below.

These inquiries, reflecting another step in the evolution of our industry, prompted the editorial department to dig into the subject. Result: reams of information.

We have scheduled to begin the release of this information in the May issue of "D & W" and it will be presented in an entirely unbiased manner both by the manufacturers of such equipment and by those who have had experience in the many varied forms of refrigerating their trucks.

From what we have learned, it appears that no one method can be adapted to all purposes or climates, and that is important for those executives who plan to transform some of their equipment or to purchase refrigerated units this coming summer. One of the most interesting phases of refrigeration, we find, is the emphasis placed on proper insulation.

Remember to look for this story in next month's issue of "D & W" wherein several manufacturers (there are not many) of this type of equipment will present their products editorially and by advertising.

For those warehousemen who plan to attend the Midwest Warehouse and Transfermen's Association's assembly in St. Louis: remember that the dates have been changed to Friday and Saturday, April 26th and 27th. The meeting place is the Jefferson Hotel.

We wish again to call your attention to the road maps, mileage maps and mileage charts which appeared in the back of the 1935 Directory Issue. Much favorable comment has been made concerning the inclusion of this information and material. So if by chance you have not reviewed it, be certain to look it over, as it is invaluable to anyone doing long distance hauling of any kind.

*"Andy"*

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E. G. Mooney, Pres. J. W. Connolly, Vice-Pres.

**Hartford Despatch and Warehouse Co.**

252 Asylum St., Hartford, Conn.

A modern storage and distribution service. Sixteen sepa-  
rate buildings. Fireproof and non-fireproof construction.  
Twenty-four car private siding. Daily deliveries via rail,  
boat, motor truck, to all principal towns and cities within  
150 mile radius, private rooms for storage of furniture and  
special facilities for moving, packing, crating and shipping  
of household effects. Also warehouses at Bridgeport, Conn.,  
and Springfield, Mass.



Member of A. W. A., N. F. W. A.,  
A. C. W., Hartford Chamber of  
Commerce, Hauling Member of the  
Allied Van Lines, Inc.



NEW HAVEN, CONN.

M. E. Kisely, Mgr.

**DAVIS STORAGE COMPANY**

335 East St., New Haven, Conn.

Modern Fireproof Merchandise Ware-  
house.

Private seven-car siding, adjacent to Steamship and  
R. R. Terminals.

Pool and stop over cars distributed.

Motor Truck Service to all towns in Connecticut.  
Low Insurance Rate. Prompt, Efficient Service.





NEW HAVEN, CONN.

**STORAGE and DISTRIBUTION**



Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

**THE SMEDLEY CO.**

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA of C,  
New Haven Chamber of Commerce,  
Hauling member Allied Van Lines, Inc.



NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner



**West Haven Trucking Company**

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing,  
Shipping, Receiving

STAMFORD, CONN.

STAMFORD  
DARIEN  
NEW CANAAN  
OLD GREENWICH  
NOROTON

**WM. H. SCHAEFER**

& SON, Inc.

Fireproof Storage Warehouse

Member of Conn. W.A.—N.F.W.A.

WASHINGTON, D. C.



E. K. MORRIS, President

**FEDERAL STORAGE  
COMPANY**

1707 FLORIDA AVENUE

(See Page Advertisement Directory Issue)

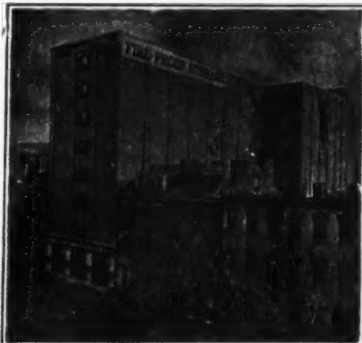
WASHINGTON, D. C.

**Absolutely  
Fireproof**

**MOVING  
PACKING  
SHIPPING**

Pool Car  
Distribution  
General Hauling

Merchants Trans-  
fer & Storage Co.  
920-922 E. St., N. W.



The Men Who Distribute  
**American Crayons**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

WASHINGTON, D. C.

CONTAINER, LIFT VAN,  
OR ORDINARY SHIPMENTS DELIVERED

**Security Storage Company**

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments  
at door to door rates, with all risk insurance if  
desired.

Available almost anywhere.

1140 Fifteenth Street, Washington

31 Place du Marche St. Honore, Paris

WASHINGTON, D. C.

**Modern  
Fireproof  
Building**

LONG  
DISTANCE  
MOVING

PACKING  
STORING  
SHIPPING



**SMITH'S**

TRANSFER & STORAGE CO., INC.

1313-15-17-19-21 You Street, N. W.

Member—Mayflower Warehousemen's Association

WASHINGTON, D. C.

**General Merchandise Storage**

Pool Car Distribution—City Delivery Service

Direct Switching Connections into Warehouse  
Pennsylvania Railroad

Terminal Refrigerating & Warehousing Corporation  
4½ and D Streets, Southwest

Member of A. O. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

**THE TERMINAL STORAGE COMPANY  
OF WASHINGTON**

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square  
feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association

WASHINGTON, D. C.

Established 1901



**UNITED ★ STATES  
STORAGE COMPANY**

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 137)

Member of N.F.W.A.—W.W.A.

The Men Who Distribute

**Fels-Naptha Soap**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

## JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE  
**UNION TERMINAL WAREHOUSE COMPANY**  
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Service—Trackage 52 Cars  
Reinforced Concrete—Sprinkler System  
Insurance Rate 20 Cents  
Rental Compartments—Sub-Postoffice, Western Union Tel.  
Members A.W.A.—A.C.W.—J.W.A.

## JACKSONVILLE, FLA.

**VANN WAREHOUSE COMPANY, INC.**

242 E. Bay Street Jacksonville, Fla.

Merchandise Storage—Cold Storage—Pool Car Distribution

Building is centrally located, brick and concrete construction, equipped with sprinkler system and served by Sou. Ry., G.S.&F. Ry. and St. Johns River Terminal Co. Insurance Rate .38 per \$100.00.

Member of Jacksonville Warehousemen's Association

## MIAMI BEACH, FLA.

**Washington Storage Co., Inc.**

1001 Washington Avenue

**Moving—Packing—Shipping—Storage**

Members NFWA, SOWA

## TAMPA, FLA.

"Your Tampa Branch House"

**CALDWELL**  
BONDED  
WAREHOUSES  
INCORPORATED

**MERCHANDISE**  
Storage & Distribution  
Fireproof Buildings  
Waterfront Whse. and  
Private Docks

**U. S. CUSTOMS**  
Bonded Storage.  
Government Storekeeper  
retained permanently.  
Normal temperatures for  
Wines and Liquors.

**HOUSEHOLD**  
Moving & Storage Agents  
Aero Mayflower Transit  
Co.  
National Long Distance  
Movers.

Members Mayflower Warehousemen's Assn.

## TAMPA, FLA.

Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"

**MERCHANDISE**  
STORAGE  
POOL CAR  
DISTRIBUTION

Tampa is the logical  
port from which to  
serve all of Florida.  
Lowest Average  
Freight Rates.  
Best Service.  
Carry Your  
Florida Stock  
AT

**HOUSEHOLD GOODS**  
STORAGE  
MOVING—PACKING  
SHIPPING

**LEE TERMINAL**  
AND WAREHOUSE CORPN.  
**TAMPA, FLA.**

Represented by Distribution Service

NEW YORK—CHICAGO—SAN FRANCISCO

The Men Who Distribute

**'Chiclets' Gum**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Directory of Warehouses

## TAMPA, FLA.

WILLIAM J. EVE, Manager

**WAREHOUSE, INC.**

BONDED

**CARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION**

Morgan and Water Streets, Tampa, Florida

## ATLANTA, GA.

BONDED

**General Warehouse & Storage Co., Inc.**

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers

Remittance made day received

Store door delivery—Re-packing—Re-shipping

**MERCHANDISE DISTRIBUTION**

Sprinkler System—R.R. Trackage—Pool Car Distribution

## ATLANTA, GA.

"Atlanta's Largest"

**MONROE BONDED WAREHOUSES**

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

**MERCHANDISE—COLD STORAGE—TRUCKING**

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

## AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

**RELIABLE TRANSFER CO.**

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping  
Pool Car Distribution

Direct R.R. Siding A. C. L., C. &amp; W. C. R.R.

## COLUMBUS, GA.

FOR — modern warehousing — distributing  
of merchandise and household goods—choose**BURNHAM'S****STORAGE AND VAN SERVICE****MOTOR FREIGHT TERMINAL****PRIVATE TRACKAGE**

Member—Southern Warehousemen's Association

## SAVANNAH, GA.

Savannah's only bonded warehouse

**SAVANNAH BONDED WAREHOUSE & TRANSFER  
COMPANY,**

BAY STREET EXTENSION &amp; CANAL,

Post Office Box 1137

General Storage—Distribution—Reconsigning

Custom House Brokers—Custom Bonded

Regular steamship service from principal

Eastern, Western &amp; Gulf ports—track con-

nections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—So.W.A.

## HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

**HONOLULU**

consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

**CITY TRANSFER COMPANY**

Cable Address: LOVERINO, HONOLULU

## BOISE, IDAHO

Selling Services Furnished

**BOISE COLD STORAGE COMPANY**

Merchandise Warehousing &amp; Forwarding

Negotiable Warehouse Receipts Issued

Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

CHICAGO, ILL.

**ANCHOR STORAGE CO.**

219-229 E. N. Water St. Chicago, Illinois  
Truck Accommodations—400 Ft. All Under Cover. Reshipping—Merchants' Lighterage and Tunnel. Located on main channel of the Chicago River. 220,000 sq. ft. of Modern Storage Space. Private siding—C & N W Ry. with capacity of over 40 cars daily.

*Low Insurance Rate*

Represented by  
**DISTRIBUTION SERVICE, INC.**

NEW YORK  
100 Broad St.

CHICAGO  
219 E. North Water St.

SAN FRANCISCO  
625 Third St.

CHICAGO, ILL.



Chicago's only warehouse which has a Union Freight Station under the same roof. Chicago Junction Service—carload and L. C. L.—to all lines daily at flat Chicago rate.

U. S. Customs Bonded. All modern warehouse services.

*Write for illustrated booklet and rates.*

2001 West Pershing Road

CHICAGO, ILL.



**DOWNTOWN WAREHOUSE**

Most Centrally Located  
2 Blocks from New Union Station  
**CANAL & HARRISON STS.**  
Tunnel and Trap Car Service

**CROOKS TERMINAL WAREHOUSES**

CHICAGO

NEW YORK OFFICE: 76 BEAVER STREET

KANSAS CITY

**SOUTH SIDE WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads

Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

Also operate three modern warehouses in Kansas City and the Overland Terminal Warehouse Company at Los Angeles, California.

*LIBERAL LOANS MADE ON STAPLE COMMODITIES*

CHICAGO, ILL.

Assaultable Location.  
Modern Warehouse  
Excellent Shipping Facilities.  
Delightful Office.  
Special Equipment.  
Economical Service.  
No cartage expense on inbound L. C. L. Freight.

1486 W. 37th St.

**DIETRICH WAREHOUSING COMPANY**  
1455 W. 37th St.

CHICAGO, ILL.

*For Unexcelled Location and Service*

**SENG TERMINAL WAREHOUSE COMPANY TEAMING COMPANY**

230 North Canal Street

PRR AND CMSTP&P SIDINGS

CHICAGO, ILL.

*SATISFACTION ASSURED!*

A large shipper wrote us—"It is not often our interests in out-of-town shipments are accorded the careful attention you have shown."

**EMPIRE WAREHOUSES INC.**

General Offices 5155 Cottage Grove Ave.

W. F. CARROLL, Pres.

J. J. BARRETT, Sec'y.

The Men Who Distribute

**Parsons Ammonia**

Read DISTRIBUTION & WAREHOUSING and consult the Directory of Warehouses

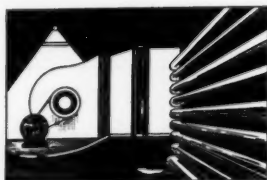


# CURRIER-LEE

## Answers



### "AIR CONDITIONED FOOD STORAGE"



With special areas of storage space completely air-conditioned, their temperature and humidity automatically controlled, Currier-Lee is eminently fitted to answer peculiar storage problems associated with foods and kindred products. A location at the very hub of the wholesale grocery business, with a tunnel railway station in our own buildings, a private fleet of trucks, ample loading facilities, automatic sprinkled, night-patrolled storage space, food manufacturers and distributors find the RIGHT answer to their warehouse problems at Currier-Lee. Write today for illustrated descriptive literature.



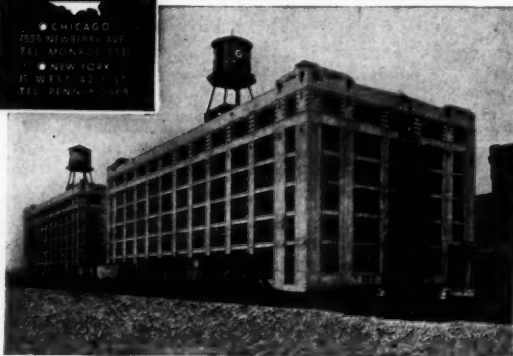
### CURRIER-LEE WAREHOUSE CO.

General Offices 427 W. Erie St., Chicago, Ill.

### CHICAGO, ILL.

Member A. W. A.

### COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE



### GRISWOLD-WALKER-BATEMAN COMPANY

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RRs.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

### CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts  
CONSIGN TO

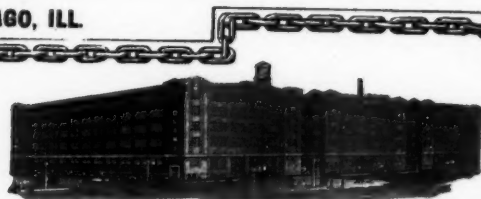
### The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard

"40 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted.  
Member N.F.W.A.

### CHICAGO, ILL.



### MIDLAND

Offers

LARGE AND SMALL SHIPPERS  
THREE MODERN MERCHANDISE  
WAREHOUSES

at  
**CHICAGO**

With convenient locations

for Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

**Midland Warehouse & Transfer Co.**  
CHICAGO, ILL.

15th Street and South Western Ave.

### CHICAGO, ILL.

FOR

**REAL SERVICE** TRY

### Producers Warehouse Co.

344 No. CANAL ST.

C & NW Ry SIDING

Also Operating

### Republic Warehouse Co.

(U.S. CUSTOMS BONDED)

372 W. ONTARIO ST.

CM & St P Ry SIDING

COMPLETE WAREHOUSE AND STORAGE SERVICE

The Men Who Distribute

### Federal Matches

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

**THE  
EXTRA**

**ATTENTION**

of a capable warehouse operating organization does not mean extra cost. On the contrary, it frequently reduces distribution costs.

▼

**RAILWAY TERMINAL & WAREHOUSE CO.**  
444 West Grand Avenue, Chicago, Illinois  
ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

Two warehouses close to the Loop • Direct railroad connections • Office and warehouse space to rent • U. S. Customs bonded storage • Loans on standard merchandise • Low insurance rates • Direct tunnel service • Special facilities for the storage of wines.

Write for information on services to meet your individual needs.

CHICAGO, ILL.

**Soo Terminal Warehouses**

519 W. Roosevelt Road  
(Near Loop)

**Merchandise Storage—Pool Car Distribution**

Less Carloads To and From All Trunk Lines,  
North Shore Electric and Aurora and Elgin Elec., and Their  
Connections Handled Without Cartage Charges.  
Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without  
Offices for Rent—Fireproof—Trackage

CHICAGO, ILL.

**TOOKER STORAGE and  
FORWARDING CO.**

(Estab. 1903)

STORAGE CARTAGE RESHIPPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION

FINEST RAILROAD FACILITIES

LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

New York

CHICAGO, ILL.

Los Angeles

CHICAGO, ILL.

**W. C. Reebe & Brother  
(INC.)**

**Five Storage Warehouses**

Established 1880

Complete facilities for the Storage, Removal, Packing or Shipping of

Household Goods, Pianos or Works of Art

Offices and Fireproof Warehouses

2325-33 N. Clark St. 4549 Broadway 5035-39 Broadway

Offices and Non-Fireproof Warehouses

2521-23 Sheffield Ave. 2525 Sheffield Ave.

General Office: 2325-33 North Clark Street

Member: N. F. W. A. & I. F. W. A.

CHICAGO, ILL.

"Chicago's Leading Warehouse"

**SENG WATERWAY WAREHOUSE CO.**

Complete water, rail and truck terminal, facilities with a  
"loop" location. Concrete dock for ocean, lake and river  
vessels—25 car siding capacity—own fleet of 69 trucks.  
Economical reshipping—tunnel—lighterage.

The Men Who Distribute

**"Dasco" Steel Cutlery and  
Tools**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

CHICAGO, ILL.

**WERNER BROS. KENNELLY CO**

STORAGE  
MOVING  
PACKING  
SHIPPING

M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .  
Wilson Ave. Branch.

**CONTAINER SHIPMENTS  
SOLICITED**

*Warehouses Conveniently Located*

2815 Broadway

4917 Broadway

7615 N. Paulina St.

4615 Clifton Ave.

PARK BRANCH

1750 N. Clark St.  
Opposite Lincoln Park

TRAFFIC DEPT.

3133 N. Halstead St.

MAIN OFFICE:

**2815 BROADWAY, CHICAGO, ILLINOIS**

## CHICAGO, ILL.

Merchandise Storage and Distributors

**WAKEM & McLAUGHLIN, Inc.**

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

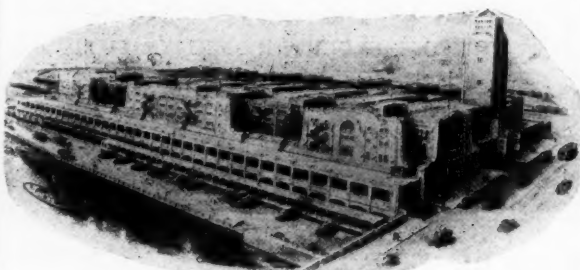
U. S. Customs Bonded Warehouse

**ADVANCES MADE**Our ample financial resources enable you to negotiate  
loans right in our office.

Prompt Delivery and Best of Service

## CHICAGO, ILL.

# Get Nearer To Your Market



## AN INSTITUTION BUILT TO SERVE

Merchandise Storage &amp; Distribution

Pool Cars Distributed

Rail Shipments Anywhere—Without

Cartage Expense

Office and Space For Lease

**WESTERN WAREHOUSING CO.**  
**CHICAGO, ILL.**

## DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. &amp; Treas.

**DANVILLE TRANSFER & STORAGE CO.**The only fireproof warehouse in Danville.  
Storage for household goods and Merchandise Distributing. Conveniently located  
in the heart of the wholesale district. Private siding to warehouse, and free  
switching from all railroads.**Low Insurance Rate**Danville is the breaking point of Eastern and Western Classification of freight  
rates, making a most convenient point for the distributing or storage of carloads.  
American Warehouse Association.  
Members National Furniture Warehousemen's Association.  
Members Illinois Furniture Warehousemen's Association.

## DECATUR, ILL.

**Decatur Warehouse Company**

(Shumate Transfer)

20-30 INDUSTRY COURT

TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

## ELGIN, ILL.

**Elgin Storage & Transfer Co.**

A. C. MUNTZ, Pres.

H. C. MUNTZ, Mgr.

Merchandise and Furniture Storage, Long Distance Hauling.  
Bonded Warehouse. Storing, Packing, Shipping.

Warehouse and Office: No. 300 Brook Street

## JOLIET, ILL.

Telephones 501 and 502

**Joliet Warehouse and Transfer Company**

Joliet, Illinois

**MERCHANDISE STORAGE AND DISTRIBUTION**

Best distributing point in Middle West.

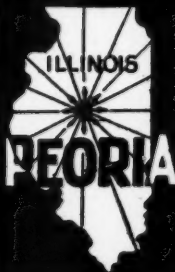
Located on five Trunk Lines and Outer Belt which connects with  
every road entering Chicago.

No switching charges.

Chicago freight rates apply.

## PEORIA, ILL.

# All Points of the Compass

Peoria is the logical center of  
distribution for Illinois.We will be pleased to explain  
our service and facilities.Our Dependability Your Assurance of  
Satisfaction

Member of A. W. A.

**FEDERAL WAREHOUSE CO.**  
Adams and Oak

## PEORIA, ILL.

**NATIONAL  
WAREHOUSE  
CO.**

- Merchandise Storage
- Pool Car Distribution
- Private Siding
- Low Insurance Rate
- Fireproof Building Construction
- 14 Years Warehousing Experience

1323 SO. WASHINGTON ST.

## ROCKFORD, ILL.

**BARTLETT WAREHOUSE**

TRACKAGE—

—FREE SWITCHING

SPARKLING SERVICE

506-514 Cedar St.

Phone Main 134

## ROCK ISLAND, ILL.

**THE CENTER OF THE QUAD-CITIES****160,000 POPULATION — RATE BREAKING POINT****MOTOR FREIGHT SERVICE IN ALL DIRECTIONS****FEDERAL RARGE LINE TERMINAL****C. B. & Q. SIDING—FREE SWITCHING****ROCK ISLAND TRANSFER & STORAGE CO.**

Member of A. W. A.—N. F. W. A.

The Men Who Distribute

## 'Necco Sweets'

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Directory of Warehouses



EVANSVILLE, IND.

"Where waterway-railway-highway meet"

**MEAD JOHNSON TERMINAL CORPORATION**



Subscribers to the Merchandise Warehousing Trade Code,  
under Certificate No. 34-309.

**Combination River-Rail Truck Terminal & Warehouse**



90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

EVERYTHING NEW—STRICTLY MODERN

EVANSVILLE, IND.

Byron Parsons, Pres.  
Sec., Treas. & Mgr., Omer A. Reinhart

**Terminal Warehouse Company, Inc.**  
915 Main St. Evansville, Ind.

Merchandise Warehouse, 10,000 square feet, concrete, private siding on IC.

Distribution of Pool Cars

FORT WAYNE, IND.

**FORT WAYNE STORAGE CO.** [WITH MIGHT AND MAIN] [THE SAME]

FIREPROOF AND NON-FIREPROOF BUILDINGS.  
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.**

"Fireproof" Buildings

**STORAGE, TRANSFER, DISTRIBUTION**

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
Private siding

HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

**JOHNSON**

**Transfer and Fireproof Warehouse**

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**HENRY COBURN**

**STORAGE and WAREHOUSE CO.**

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance

Loans on Receipts

The Men Who Distribute

**Hoosier Kitchen Cabinets**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

INDIANAPOLIS, IND.

**Indianapolis Warehouse and Storage Co.**

330 West New York St.

Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000  
Square feet, private siding C.C. & St. L. Pool Car Dis-  
tribution. Lease Space. Office Space.

Member of A.W.A.—Ind. W. A.—Associated Warehouses, Inc.

INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Company**

230 W. McCarty St.

Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and  
Checking Out. All Merchandise on Check Out Cars Placed  
on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

INDIANAPOLIS, IND.

"Service That Satisfies"

POOL CAR DISTRIBUTION

**TRIPP WAREHOUSE COMPANY**  
MERCHANDISE AND MACHINERY STORAGE  
Centrally located in Shipping District  
Private siding—C. C. & St. L. R. R.

TERRE HAUTE, IND.

**Bauermeister Terminal Company**

Private R.R. Track Capacity 21 Cars connecting with all Lines.

Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We  
do the rest. U. S. Licensed and Bonded Canned Foods Warehouse  
License No. 12-4.

CEDAR RAPIDS, IOWA

**CEDAR RAPIDS TRANSFER & STORAGE CO.**

FIREPROOF WAREHOUSE  
ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING  
AND DISTRIBUTION OF MDSE. AND H. H. GDS.

**MOTOR FREIGHT TERMINAL**

For Reputable Freight Lines

DAILY SERVICE IN EVERY DIRECTION  
FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS  
Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

**Ewert & Richter Express & Storage Co.**

Fireproof Warehouse, on Trackage—in the Business and  
Shipping District of Davenport.

Pool car distribution—Mdse. & H.H.G. with motor truck  
service—direct from our Combined Rail and Truck Terminal.

A.W.A.—N.F.W.A. Phone Ken. 543

DES MOINES, IOWA

**BLUE LINE STORAGE CO.**

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering  
Des Moines

Members: A.W.A.—N.F.W.A.—I.W.A.—M.O.W.A.

## DES MOINES, IOWA

Member American Chain of Warehouses

Fire  
Proof  
Ware-  
house**MERCHANTS**  
TRANSFER & STORAGE CO.9th  
&  
Mulberry

**TRY OUR SUPERIOR SERVICE**  
35 years' warehousing nationally known accounts  
gives you Guaranteed Service  
Daily reports of shipments and attention to  
every detail.

## DES MOINES, IOWA

ESTABLISHED 1890

**White Line Transfer & Storage Co.**  
120 So. FIFTH AVE. DES MOINES, IOWA

Moving: Packing: Shipping, Consolidators and Forwarders  
Fireproof and Non-Fireproof Storage of  
**AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS**  
MERCHANDISE (All Kinds)  
Private Sidings—Free Switching to and From All Lines Entering Des Moines  
(Lowest Insurance)  
Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.

## MASON CITY, IOWA

Hub of Northern Iowa  
and Southern Minnesota Territory

**MASON CITY WAREHOUSE CORP.**

Fireproof Storage of All Kinds

MASON CITY, IOWA

Served by: C&amp;NW, CRI&amp;P, CGW, CMS&amp;P&amp;P &amp; M&amp;StL RAILWAYS

## SIOUX CITY, IOWA

"Our Customers Are Always Satisfied"

**Iseminger's Storage and Cartage Co.**

Your Choice for the Sioux City Territory  
Transfer and Storage of Household Goods  
Distribution of Merchandise

G. W. ISEMINGER, Mgr.

## WATERLOO, IOWA

**IOWA WAREHOUSE CO.**

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## HUTCHINSON, KANSAS

N. F. W. A.—A. W. A.

**CODY****Transfer & Storage Co.**

Fireproof Warehouse — Merchandise and Household Goods  
Private siding — Free switching — Pool car distribution

## KANSAS CITY, KANSAS

**GRANDVIEW CLUB TRANSFER & STORAGE CO.**

Modern distribution and warehousing service

Merchandise and household goods.  
Reinforced concrete buildings. Private siding.  
Free switching to and from all lines.  
75,000 sq. ft. modern storage.

## KANSAS CITY, KANSAS

**Inter-State Transfer and Storage Company**  
**FIREPROOF WAREHOUSE**

Packing, Moving, Storing and Shipping  
738-740 Armstrong

L. J. CANFIELD, Proprietor

Telephone Drexel 3430

## TOPEKA, KANSAS

E. H. White, Pres. & Treas. E. F. Dean, Vice-Pres. A. G. Durall, Sec.  
**TOPEKA TRANSFER and STORAGE Co., Inc.**

A.W.A. Established 1880 N.F.W.A.  
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE  
Private Switch Connections AT & SF, CRI & P, U.P. and M.P.  
Member of American Chain of Warehouses

## WICHITA, KANSAS

*A Modern Distribution and  
Warehousing Service*

**Brokers Office & Warehouse Co.**

Murray E. Cuykendall, Gen. Mgr.

WHAT IT MEANS TO YOU

Not something for nothing, but doing what you want  
done intelligently, economically and promptly.

AT YOUR SERVICE

## WICHITA, KANSAS

Write or Wire

**Cassell**  
TRANSFER & STORAGE CO.

WICHITA, KANSAS  
Fireproof Storage and Sprinkler System

## WICHITA, KANSAS

**The Central Warehouse and Storage Corporation**  
135-141 North Santa Fe Street, Wichita, Kansas  
Established 1914 Merchandise Storage Only

We have over 50,000 square feet storage space. Storage and distribution rates quoted  
in application. Reinforced steel and concrete, fire-proof building. Very low insur-  
ance rates. One hour watchman service. Located on the Wichita Terminal Association  
and the Atchison, Santa Fe railroad track. Chicago, Rock Island, St. Louis, San  
Francisco, Missouri Pacific Railroads. Own private track with facility to handle  
six cars. Local distribution by our own trucks. We specialize in pool car service.  
"Courtesy and Service"

## WICHITA, KANSAS

**MID-CONTINENT  
WAREHOUSE COMPANY**

BONDED

East William St., Commerce to Santa Fe  
**MERCHANDISE STORAGE  
DISTRIBUTION**

A SUPERIOR SERVICE REASONABLY  
AND INTELLIGENTLY RENDERED

CHAS. KNORR, Manager

Telephone 3-5289

Forty years' experience in handling merchandise

## WICHITA, KANSAS



LEXINGTON, KY.

**THE UNION  
TRANSFER and STORAGE  
COMPANY, Inc.  
THREE LARGE  
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE  
Member American Chain of Warehouses

LOUISVILLE, KY.

EMANUEL LEVI, Pres.

W. L. STODGHILL, Gen. Mgr.

**FIREPROOF STORAGE COMPANY, Inc.**

405 W. LIBERTY ST.

MODERN FIREPROOF H. H. GOODS DEPOSITORY  
MOVE—PACK—SHIP

Member: Mayflower Warehousemen's Association

LOUISVILLE, KY.

**LAMPPIN WAREHOUSE COMPANY**

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square feet,  
Mill Construction, Sprinklered, private  
siding P.R.R. Distribution of pool cars.

LOUISVILLE, KY.

**Louisville Public Warehouse Company**

25 WAREHOUSES

\$750,000 CAPITAL

Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdse. ——— H. H. Goods

**35 Years of Service**

Nothing new about "D. & W." service.  
It has been functioning for 35 years  
and is known to most every warehouse  
and shipper in the United States and  
Canada. It is, in fact, international in  
scope.

MONROE, LA.

**Faulk-Collier Bonded Warehouses, Inc.**

Operating

Bonded Brick Warehouses for Merchandise and Household  
Goods Storage. Trucks for All Classes Drayage. Private  
Sidings Missouri Pacific Ry. Switching Limits All Rail  
Lines and River Connections. Our Traffic Department Will  
Help Solve Your Distribution Problems.

Member of A.W.A. - N.F.W.A. - S.W.A. - A.V.L.

ALEXANDRIA, LA.

**ALEXANDRIA'S  
MINUTE MOVERS**

Moving . . . Crating . . . Storage

Your Next Move . . . let Ellington's  
arrange it. Every detail attended to.  
Every need anticipated. Every ser-  
vice included . . . the best costs no  
more.

Insured Carriers for Local and Long  
Distance Hauling. Motor truck and  
team service. Pool cars distributed.  
Consign shipments via T & P or M.P.

HOUSEHOLD GOODS

Member of S.W.A.

**ELLINGTON'S TRANSFER & STORAGE CO.**

PHONE 7  
P.O. BOX 332

PHONE 11  
ALEXANDRIA, LA.

NEW ORLEANS, LA.

Importers' Bonded Warehouse  
and

**Bienville Warehouses Corporation, Inc.**

R. W. DIETRICH, President

**NEW ORLEANS, LA.**

Complete Warehousing and Distribution Service for  
New Orleans and its territory.  
200,000 square feet of storage space with track room  
for 30 cars at one placement. Licensed by and bonded  
to the State of Louisiana, and the U. S. Government.  
Office, 340 Bienville St.

Member A. C. W.—A. W. A.

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**Commercial Terminal  
Warehouse Company**

INCORPORATED

**Modern Merchandise Warehouses**

A dependable agency for the  
distribution of merchandise  
and manufactured products.

Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street  
NEW ORLEANS

LOUISIANA



## NEW ORLEANS, LA.

**Douglas Shipside Storage &  
Douglas Public Service Corps.**

New Orleans, La.  
Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—60 cars.  
Nine warehouses convenient to your trade.  
Loans made against negotiable receipts.  
Trucking Department operating 55 trucks.  
Insurance Rates 12c to 22c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

## NEW ORLEANS, LA.

**GALLAGHER****TRANSFER AND STORAGE CO., INC.**

927-945 Magazine St.

Modern Fireproof Warehouse

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.P.W.A. and A.W.A.

## NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.  
Located on Mississippi River—Shipside connection.  
Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.

**INDEPENDENT WHSE. CO., Inc.**

New Orleans, La.

## NEW ORLEANS, LA.

**PELICAN STORAGE & TRANSFER**  
201 NORTH FRONT ST.

Complete Warehousing & Distribution Service.  
Low Insurance . . . Switch Track Facilities  
Motor Freight Terminal . . . Fumigation

## NEW ORLEANS, LA.

"LET US GIVE YOU THE BEST"

**Standard Warehouse Company, Inc.**

100 Poydras St.

New Orleans, La.

Twenty trucks and twenty cars can be handled simultaneously at our 800 feet of platform. Rail and water facilities are at our doors. More than 100,000 feet of space, and every possible facility for storage, drayage, distribution of pool cars. In fact, every branch of the merchandise warehouse industry is at your immediate disposal.

Member of Southwest Warehouse and Transfermen's Association, Inc.

## BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**

Rail and Water Connection—Private Siding

Member

American Chain of Warehouses

American Warehousemen's Association

National Furniture Warehousemen's Association



## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

## BALTIMORE, MD.

Established 1905

THOS. H. VICKERY, Pres.

FIREPROOF WAREHOUSE

**BALTIMORE  
STORAGE CO.**

Charles and 26th Sts.

Every facility for the handling of your shipments



## BALTIMORE, MD.

Est. 1904

**CENTRAL WAREHOUSE CO., Inc.**

Rail Connections — Motor Trucks — Pool Car Service  
Merchandise Storage and Distribution  
Complete Branch Warehouse Service — Low Insurance  
Located in Heart of Wholesale and Jobbing District  
4 Blocks from Actual Center of City  
515-525 W. Baltimore St. — 502-508 W. Redwood St.

## BALTIMORE, MD.

Main Office: 400 Key Highway

Branch Offices: N. Y., Wash., Phila., Norfolk

Established 1896

**DAVIDSON****TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore  
Handling Distribution of Nationally Known Products for 36 Years  
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily

"U. S. Customs Bonded Drayman"

Member of Maryland Furniture Warehousemen's Ass'n

## BALTIMORE, MD.

**FIDELITY****STORAGE CO.**

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served

All Collections Promptly Remitted

**MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association

National Furniture Warehousemen's Association

**Baltimore's Modern Fireproof Warehouse**

MARTIN J. REILLY, PRES.

A. BERNARD HEINE VICE-PRES.

## BALTIMORE, MD.

J. NORMAN GEIPE,  
Pres. & Treas.

**Norman Geipe**  
Inc.

**Fireproof Storage Warehouses**

General Offices: 524-530 West Lafayette Ave.

HOUSEHOLD GOODS AND  
MERCHANDISE

25 VANS

QUICK DELIVERIES

LONG DISTANCE MOTOR FREIGHT



BALTIMORE, MD.

**McCORMICK WAREHOUSE COMPANY**

LIGHT AND BARRY  
STREETS

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

BALTIMORE, MD.

**SECURITY STORAGE CO.**

15 W. NORTH AVE.

FIREPROOF MODERN WAREHOUSE  
MOTOR VAN SERVICE  
EFFICIENT AND COURTEOUS MANAGEMENT

BALTIMORE, MD.

*Satisfactory service guaranteed*

**The Terminal Warehouse Company  
of Baltimore City**

*has received, stored and distributed merchandise  
since the year 1893*

The four warehouses operated by the Company have Pennsylvania Railroad sidings and one has also a steamship pier extending into the harbor.

BOSTON, MASS.

**BANKERS WAREHOUSE COMPANY**

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. & H. Private Siding

Pool Car Distribution

Member Mass. W. A.

BOSTON, MASS.

**SHIPPING TO BOSTON?**

Use our complete facilities for the expert handling of household goods.

Modern equipment for lift vans and containers.

**T. G. BUCKLEY COMPANY** 690 DUDLEY ST., BOSTON  
OPERATING DORCHESTER FIREPROOF STORAGE WAREHOUSE  
Members—N.F.W.A.,—Mass. W. A.,—A.V.L.,—Can. W. A.

BOSTON, MASS.

Established 1896

PACKING MOVING

**DUNN CO.**

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES  
CONTAINER SERVICE

48 Bromfield St. Member Mass. W. A. May. W. A. 3175 Washington St.

BOSTON, MASS.

**CONGRESS STORES, INC.**

38 STILLINGS ST.

PERSONAL  
SERVICE

GENERAL  
MERCHANDISE STORAGE

CENTRAL  
LOCATION

*Pool Car Distribution*

*Sidings on N. Y., N. H. & H. R. R.*

Protected By  
A.D.T. Service

Member  
Mass. Warehousemen Assn.

BOSTON, MASS.

**FEDERAL WAREHOUSE, INC.**

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

*Pool Car Shipments — Auto Truck Service*  
William F. Heavey, President and General Manager

BOSTON, MASS.

**CHARLES RIVER STORES**  
131 Beverly Street  
Boston and Maine R. R.

**ALBANY TERMINAL STORES**  
137 Kneeland Street  
Boston and Albany R. R.

**FRANCIS FITZ WAREHOUSE**  
30 Pittsburh Street  
N. Y., N. H. and H. R. R.

DIVISIONS OF

**FITZ WAREHOUSE  
AND  
DISTRIBUTING CO.**

GENERAL MERCHANDISE  
STORAGE

*Free and Bonded Space*

*Pool Car Service*



Successors to  
**FRANCIS FITZ CO. AND THE  
GENERAL STORAGE DIVISION  
OF QUINCY MARKET COLD  
STORAGE AND WAREHOUSE  
CO.**

*Rail and Motor Truck Deliveries  
to All Points in New England*

BOSTON, MASS.

**Hoosac Storage and Warehouse Company**  
Lechmere Square, East Cambridge, Mass.

**FREE AND BONDED STORAGE**

Direct Track Connection B. & M. R. R.  
Lechmere Warehouse, East Cambridge, Mass.  
Hoosac Stores, Hoosac Docks, Charlestown, Mass.  
Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

**MERCHANTS WAREHOUSE CO.  
FISKE WHARF STORES**

453 Commercial St. Boston, Mass.  
*Free & Bonded Fireproof Stores*  
 Private Siding—Union Freight R. R.  
 A.W.A. American Chain of Warehouses, Inc. M.W.A.

## BOSTON, MASS.

**WIGGIN TERMINALS, Inc.  
STORAGE**

50 Terminal St. Boston (29) Mass.

B. & M. R.R.  
 Mystic Wharf,  
 Boston

N. Y., N. H. & H. R.R.  
 E. Street Stores  
 South Boston

## BOSTON, MASS.

Established 1830

**D. S. WOODBERRY CO.**

P. O. Box 57, North Postal Station, Boston

**FORWARDERS & STORAGE**

*Pool Car Distribution Specialists for New England  
 Boston & Maine R. R. Siding*

## CAMBRIDGE, MASS.

GEORGE E. MARTIN, Pres.  
 Consign Your Lift Van Shipments to Us

**CLARK & REID CO., Inc.**

380 GREEN ST., CAMBRIDGE, MASS.

**PACKING, STORING, SHIPPING OF HOUSEHOLD GOODS  
 OUR SERVICE INCLUDES ALL GREATER BOSTON**

Member of { Massachusetts Warehousemen's Association  
 Connecticut Warehousemen's Association  
 National Furniture Warehousemen's Association  
 Allied Van Lines, Inc.

## FALL RIVER, MASS.

**BOSTON, MASS.  
 NEW BEDFORD, MASS.  
 PROVIDENCE, R. I.  
 NEWPORT, R. I.**

Direct R. R. Siding N. Y., N. H.  
 & H. R. R.

**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.  
 Gen. Merchandise Storage  
 and Pool Car Distribution  
 Local and Long Distance Trucking.

## FALL RIVER, MASS.

**NEW BEDFORD, MASS.  
 WATUPPA, MASS.**

**Mackenzie & Winslow,  
Inc.**

78 Fourth St.

**General Merchandise**

**STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
 DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.**

## PITTSFIELD, MASS.

**T. ROBERTS & SONS, INC.  
Local and Long Distance Furniture Moving**

Fireproof Storage Warehouses  
 Household Goods Storage — Packing — Shipping  
 Merchandise Storage and Distribution  
 Pool Car Distribution

**DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.**

## SPRINGFIELD, MASS.

E. G. Mooney, Pres. J. W. Connolly, V.-Pres.

**Hartford Despatch and Warehouse Co.  
88 Birnie Avenue**

**STORAGE AND DISTRIBUTION SERVICE WITHIN 100-MILE  
 RADIUS. SPECIAL FACILITIES FOR STORING, MOVING,  
 PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.  
 ALSO WAREHOUSES AT BRIDGEPORT AND HARTFORD,  
 CONN.**

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

## SPRINGFIELD, MASS.

**Atlantic States Warehouse  
and Cold Storage  
Corporation**

**385 LIBERTY ST.**

**General Merchandise and Household Goods Storage  
 Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
 and Citrous Fruits**

**B. & A. Sidings and N. Y., N. H. & H. R. R. and  
 B. & M. R. R.**

Member { A. W. A.  
 M. W. A.

**Daily Trucking Service to  
 suburbs and towns within a  
 radius of fifty miles.**

## DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing  
 district, within a half-mile of all freight terminals.  
 Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse  
Wyoming and Brandt Avenues**

Modern concrete buildings, fully sprinklered,  
 serving the west side of Detroit and the city of  
 Dearborn. Specializing in heavy and light package  
 merchandise and liquid commodities in bulk. Con-  
 nected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

**Fort and Tenth Streets, Detroit, Mich.**

New York, N. Y.—250 Park Avenue—Room 826  
 Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

## DETROIT, MICH.

**Efficient, Dependable Warehousing**

- Fireproof warehouse. Sprinklers. General and cold storage. Ideal location.
- Served by all rail lines entering Detroit. Inside trackage for 22 cars.
- Forty-four sheltered truck docks. Eleven high speed freight elevators.
- 1400-ft. wharf. Equipped to handle all commodities. Large marine house.

**DETROIT HARBOR TERMINALS, INC.**

4461 W. Jefferson Ave., Detroit, Mich.

## DETROIT, MICH.

**FEDERAL  
WAREHOUSE COMPANY**

*Personal Service that is different*

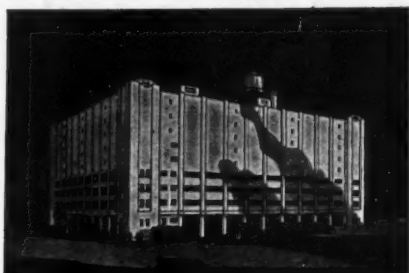
Pool car distribution by our own trucks

Lafayette 2070-2071

Try us and be convinced



DETROIT, MICH.



GRAND TRUNK RAILWAY TERMINAL  
& COLD STORAGE COMPANY, DETROIT, MICH.

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New	Trunk Line
Ultra-Modern	Terminal
Plant	Complete Service

Continent-wide Connections

DETROIT, MICH.

## Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

Merchandise Storage—General Trucking

Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania  
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

"Your Interests Are Always Ours"

1941-63 W. Fort Street Detroit, Michigan

DETROIT, MICH.

## JEFFERSON

### TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

#### MERCHANDISE WAREHOUSING and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

## John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

EVERY LOAD INSURED

### UNITED VAN SERVICE DETROIT REPRESENTATIVE

#### OWL MOVING & STORAGE CO.

9400 MACK AVENUE

TURN YOUR MOVING AND STORAGE PROBLEMS OVER TO OUR EXPERIENCED ORGANIZATION. WE OWN AND OPERATE NEW, MODERN EQUIPMENT WITH ONE RESPONSIBILITY—OUR OWN.

DETROIT, MICH.

"Located Heart Jobbing District"

## RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.

53 Years Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE  
MOVING — PACKING — SHIPPING  
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

**Thoroughly Serving  
GREATER  
DETROIT**

THE modern warehouse must be more than a building in which merchandise may be stored. With it must go a SERVICE that is always a long step ahead of changing methods of buying and selling. The United States Warehouse Service, our group has earned a national reputation for anticipating storage requirements for every type of commodity—and meeting these demands with ACTION. General Merchandise, Cold or Sharp Freezer Service, Forwarding, Distribution, Storage-in-Transit and Warehouse Financing are all a part of United States Service. Six million cubic feet of space are provided in the United States Warehouse building. Forty trucks can operate at one time at the unique truck docks which are away from the congested thoroughfares. Fireproof construction makes your insurance rates the lowest. USE and DEPEND upon United States Service.

**United States Warehouse Co.**  
1448 Wabash Avenue  
Detroit, Michigan

DETROIT, MICH.

## WAYNE WAREHOUSE CO.

Merchandise Storage and Distribution

1965 Porter St. at Vermont, Detroit, Mich.  
Modern Concrete Building in Downtown Wholesale District on Michigan Central Railroad  
Prompt, Efficient Handling and Distribution of Merchandise Accounts

L. J. McMILLAN, General Manager Member of Distribution Service, Inc.

## DETROIT, MICH.

**Wolverine Storage Company, Inc.**

11850 E. Jefferson Ave.

**STORAGE and MOVING  
PACKING and SHIPPING**

Members N. F. W. A.

## FLINT, MICH.

**CENTRAL WAREHOUSE CO.**

WATER AND SMITH STS.

**COMPLETE WAREHOUSING SERVICE**

SPRINKLERED RISK G. T. TRACKAGE

## GRAND RAPIDS, MICH.

**A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE****COLUMBIAN STORAGE & TRANSFER CO.***Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru Columbian*

## LANSING, MICH.

*"Center of Michigan"***FIREPROOF STORAGE CO.**

H. H. HARDY, Manager

**SERVICE—SAFETY—SATISFACTION—GUARANTEED  
MOVE—PACK—CRATE—TRANSFER  
FIREPROOF WAREHOUSE—PRIVATE SIDING  
Merchandise Storage—Pool Car Distribution**

Member of A. W. A.

## LANSING, MICH.

**LANSING STORAGE COMPANY***The only modern fireproof warehouse in  
Lansing exclusively for household storage.***RUG—TRUNK—SILVER VAULTS****WE KNOW HOW**440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)

## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.****GENERAL WAREHOUSEMEN AND FORWARDERS  
MERCHANDISE DISTRIBUTION****SPRINKLER SYSTEM**

Private Sidings M. C. R. R.

**SAGINAW, MICH.**Office  
N. Michigan Ave.

## MINNEAPOLIS, MINN.

**ANCHOR WAREHOUSE, Inc.  
BONDED - FIREPROOF WAREHOUSE****Exceptional Facilities—Modern Offices  
Efficient Service, Free Switching from All Railroads  
Ideally located in the heart of the Wholesale  
and Shipping District  
Offering a complete Warehousing and Distribution Service  
Inquiries Solicited**

730-740-750

Washington Ave., North

## MINNEAPOLIS, MINN.

Established 1880

**CAMERON****TRANSFER & STORAGE CO.**

734-758 Fourth St. No.

Conveniently located on CB&Q & GN Ry. tracks.  
Local and long distance motor truck service.

## MINNEAPOLIS, MINN.

**KEDNEY****WAREHOUSE COMPANY***Complete Distribution Service***MINNEAPOLIS**

617 Washington Ave., N.

**ST. PAUL**

8th &amp; Johns St.

**Operating 200,000  
square feet of mod-  
ern, low insurance  
rate space. Pro-  
tected by A.D.T. fire  
alarm system. Pri-  
vate railroad sid-  
ings on G.N. and  
C.B.&Q. Motor trucks  
for prompt store-  
door delivery.****Operating 150,000  
square feet of mod-  
ern reinforced con-  
crete space, with  
sprinkler protec-  
tion. Private rail-  
road sidings on G.N.  
and C.B.&Q. Motor  
trucks for prompt  
store-door delivery.**

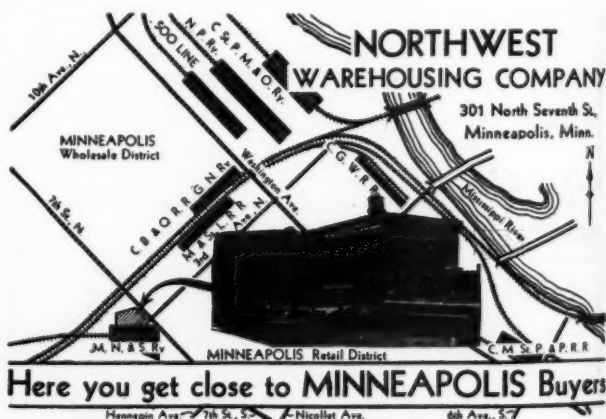
## ST. PAUL, MINN.

## MINNEAPOLIS, MINN.

In Minneapolis—

**Minneapolis Terminal Warehouse Company**provides complete storage and distribution services for the Northwest  
market for many of the largest national distributors.

In St. Paul and Minnesota Transfer

**St. Paul Terminal Warehouse Company**offers identical services and facilities under the same management.  
We invite your inquiries.**Here you get close to MINNEAPOLIS Buyers**

Hennepin Ave. 7th St. S. Nicollet Ave. 6th Ave. S.

**The Men Who Distribute  
Ivory Soap****Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses**

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**The Northwestern  
TERMINAL**

**PUBLIC BONDED WAREHOUSE  
WITH COMPLETE FACILITIES**

OPERATING OFFICE: 900 Stinson Boulevard, Minneapolis, Minn.  
Members, Minn. W.A.

ROCHESTER, MINN.

**Carey Transfer & Storage**

903 6th St., N. W.

S.B. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. MinnWA.—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

**CENTRAL WAREHOUSE COMPANY  
SAINT PAUL-MINNEAPOLIS**

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

**MERCHANDISE STORAGE**

**DISTRIBUTION COLD STORAGE**

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

**DISTRIBUTION SERVICE, INC.**

100 Broad St. NEW YORK CITY  
219 East North Water St. CHICAGO  
625 Third St. SAN FRANCISCO  
Phone Bowling Green 9-0986 Phone Sup. 7180 Phone Sutter 3461

*An Association of Good Warehouses  
Located at Strategic Distribution Centers*

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offers identical services and facilities under the same management. We invite your inquiries.

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**RICKS STORAGE CO.**

**BONDED WAREHOUSEMEN**

Complete Warehouse Facilities for Storage and Distribution

**MERCHANDISE**

Experienced Organization and Equipment for  
MOVING, PACKING and STORING  
HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co.  
Low Insurance Rate

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**TRANSPORTATION  
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**Commerce Cartage Co.**

MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DISTANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFERSON CITY.

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**Purina Whole Wheat Flour**

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and consult the Directory of Warehouses

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**Tonnies Transfer & Storage Co.**

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Joplin, Mo.

Distribution and storage of merchandise  
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On railroad siding—Lowest Insurance rates

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In Kansas City

**it's the A-B-C FIREPROOF  
WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof  
Constructed Warehouses

Agents  
Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low  
Insurance Rates - Pool Car  
Distribution - Freight Forwarders and Distributors  
via rail or daily motor service to entire Southwest.

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American Warehousemen's  
Association - Traffic Club  
Chamber of Commerce

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TRANSFER & STORAGE CO.  
"Surrounded by the Wholesale District"  
UNION TRUCK TERMINALS  
228-236 West Fourth St.

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55TH YEAR

**CENTRAL STORAGE CO.**

Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

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**CROOKS TERMINAL WAREHOUSES**

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT

Operating  
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Warehouse

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DAN P. BRAY, Pres.

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1818 E. 31st St.

Branch Office  
39th & Main

Member of Mayflower Warehousemen's Association

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Modern Fireproof Warehouse with private siding on terminal tracks connecting all Railroads.  
Distribution and Storage Merchandise and H. H. Goods.  
Pool Cars Promptly Handled and Reports Mailed in.  
Motor Truck Service, City and Interurban.

**LOWEST INSURANCE RATE IN KANSAS CITY**  
2015-17-19 Grand Ave. Kansas City, Mo.

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**THE ONLY WAY TRANSFER  
& WAREHOUSE COMPANY**

Merchandise  
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Pool Car Distributors

Parcel Post Forwarders  
Track connections with all  
railroads.

In the heart of the Freight House and Wholesale District  
"30 years of continuous service"



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Member { American Warehousemen's Assn.  
Midwest Warehousemen's Assn.  
K. C. Warehousemen's Assn.

**POOL CAR**  
Shipments Forwarded Without Drayage Charge  
**MERCHANDISE**  
Storage and Distribution  
We solicit your business and offer you SERVICE that is satisfactory at all times.

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General Merchandise Storage and Distribution  
Office and Loft Space to Lease  
Private Sidings—CBQ—U.P.Rys.

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Merchandise Warehouses  
TWO BIG MARKETS  
WICHITA, KANSAS ← → KANSAS CITY, MO

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**BONDED  
WAREHOUSE  
COMPLETE  
FACILITIES**

-Member of ASSOCIATED WAREHOUSES, INC.

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BONDED AND FREE

**TERMINAL WAREHOUSES, Inc.**

MERCHANDISE AND COLD STORAGE  
LOW INSURANCE  
MONEY ADVANCED ON STAPLE COMMODITIES  
SEE DIRECTORY PAGE 220

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**COLUMBIA  
TERMINALS  
COMPANY**  
400 South Broadway  
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**\$3,000,000.00****INVESTED . . . TO SERVE YOU**

Merchandise storage with low insurance,  
and guaranteed responsibility. Modern  
Buildings. Large Fleet of up-to-date  
trucks and trailers.

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ESTABLISHED 1913

**Unsurpassed Facilities for Handling  
Household Goods, Fireproof Warehouse**

*Your Interests Will Be Safely Guarded*

**BENA.  
LANGAN**  
**STORAGE & VAN CO.**

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Member Chamber of Commerce. N. F. W. A.

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**S. N. Long Warehouse**

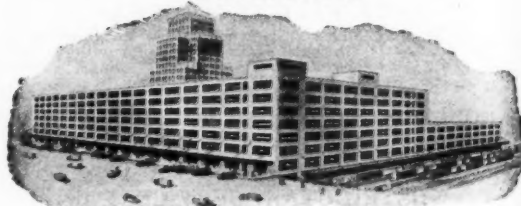
ST. LOUIS

**"Business Making Service"**

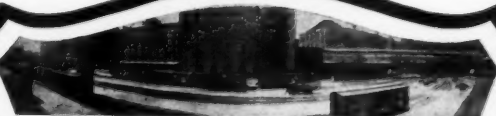
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Warehouse Division

**Merchandise Storage**

State and U. S. Customs Bonded  
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Cripps Station, including Warehouses Nos. 4 and 5, connected with Union Freight Station by tunnel -

**Largest INDUSTRIAL WAREHOUSE ORGANIZATION IN ST. LOUIS**

Five separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on track, with both carload and less-carload freight rates applying. Complete bonded and tax-paid facilities for domestic and imported wines and liquors.

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MEMBER 1876 1934

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100,000 Sq. Feet  
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1889 45 Years of Continuous Service 1935

Merchandise and Household Storage—Pool Car Distribution  
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the O. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

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Member: American Chain of Warehouses, Inc.

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MERCHANDISE — HOUSEHOLD GOODS  
Complete Warehousing and Distribution Service.  
Fireproof Building . . . Trackage . . . Motor Trucks.

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Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.  
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Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

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General Merchandise Storage & Distribution, Household  
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Storage  
Warehouses, Inc.  
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Four modern, sprinklered warehouses, located on trackage.  
We handle pool cars, merchandise and household goods.  
Trucking service. Let us act as your Omaha Branch.

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Agents for Aero Mayflower Transit Company.

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STORAGE . . . SHIPPING . . . PACKING  
HOUSEHOLD GOODS

Most Modern Equipment in North Jersey  
Complete Warehouse Service  
Motor Vans for Local and Long Distance Hauling  
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Agents: Allied Van Lines, Inc.

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Up-to-date facilities for lift van consignments  
Four story modern storage facilities, private siding  
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DISTRIBUTION

**ESSEX WAREHOUSE COMPANY**

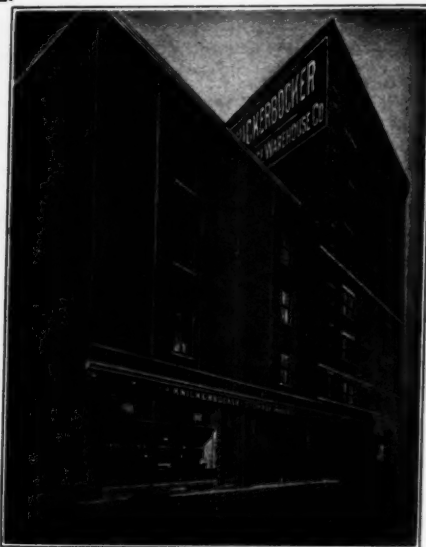
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We are equipped to perform every service you require. Sprinklered  
building . . . Penn. R. R. siding . . . Private pier. Daily over-night  
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Fine,  
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New,  
H H G  
Vaults.  
Central  
Location.  
Equip-  
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for  
handling  
your  
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ments  
promptly  
and  
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**Knickerbocker Storage  
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MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR  
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**Lehigh Warehouse &  
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98-108 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of  
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Lehigh Valley Railroad siding.

We operate our own fleet of Motor  
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of 30 miles.



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**FIREPROOF STORAGE WAREHOUSES**

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New Jersey's Largest Moving and Distribution Specialists  
Somerville, N. J. New Brunswick, N. J. New York City  
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"Serving Metropolitan New Jersey"

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MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
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**Albany Terminal & Security  
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Main office: 1 Dean Street

Storage for every need. Pool cars a spe-  
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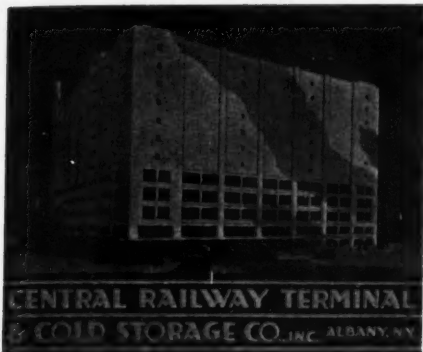
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Private Siding. Sprinklered.

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When you use Distribution and Ware-  
housing for the name of a warehouse in  
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the information from this publication.  
By doing this, you will please the ware-  
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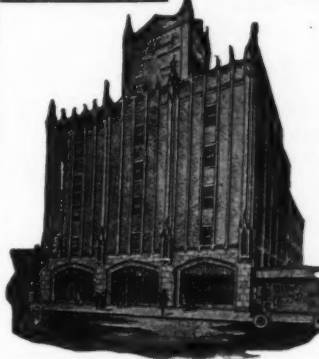
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Member of A.W.A.—N.F.W.A.—N.Y.F.W.A.—A.I.W.

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Fireproof Warehouses

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Strang's Service Secures  
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LOWEST INSURANCE

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pool cars. No cartage  
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Offices 100 Perry St.

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GENERAL MERCHANDISE STORAGE & DISTRIBUTION  
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We specialize in shipments from correspondents, collections handled.  
Our strictly fireproof building is ideally equipped for storage of  
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We pack goods for shipment, and have a fleet of vans for prompt  
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Established 1900

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Oxford Paper

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Cargo-Handling  
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Terminal  
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1500 Feet Private  
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Financing—  
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WE SHIP SUDDEN.

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MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

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New Fire Proof Warehouse  
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Individual Rooms

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PACKING : SHIPPING

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Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.



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High Grade Furniture and Art Objects  
Adjacent to Largest R. R.  
Terminal on Long Island

9329-41 170th Street at  
Long Island Railroad

Telephone—Jamaica 6-1035-1036



## KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 2-2871, Cleveland 3-3160-4530

Kew Gardens Storage Warehouse, Inc.  
Motor Vans, Packing, Shipping8636-38 122nd Street  
Semi FireproofJamaica Ave. cor. 120th Street  
Fireproof

Richmond Hill, N. Y.

## NEW ROCHELLE, N. Y.



Moving, Packing Storing, Shipping

## O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture  
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White  
Plains, Scarsdale, Hartsdale. Send B/L to us at  
New Rochelle.

## NEW YORK, N. Y.

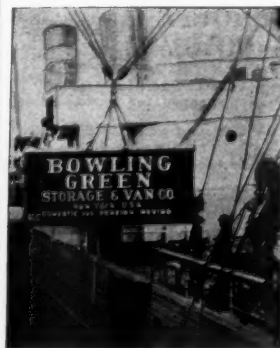
## Abington Warehouses, Inc.

Merchandise Warehousing and Distribution in the  
Metropolitan District

Centrally Located—250,000 Square Feet—Prompt Service

514-520 West 36th St.

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Bowling Green  
Storage & Van Co.Foreign and Domestic  
RemovalsSTORAGE  
PACKINGOffice, 8-10 Bridge St.  
Warehouse, 250 West 65th St.

NEW YORK, N. Y.

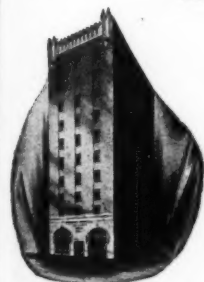
**BUSH TERMINAL**

Gen. Offices 100 Broad St., New York City  
Warehousing—Distribution—Manufacturing Facilities  
Cold Storage—Fumigation  
SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

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**Byrnes Brothers Warehouses, Inc.**

ESTABLISHED 1870



Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty two years of dependable service is your guarantee in selecting us as your New York representative.

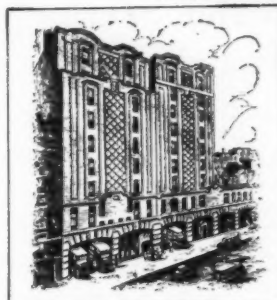
305-307 East 61st Street

Members: N. Y. F. W. A.,  
N. Y. S. W. A., N. Y. V. O. A.



NEW YORK, N. Y.

William F. Hahn, Pres. Fred J. Hahn, Sec. & Treas.  
STORAGE—MOVING—PACKING  
We Specialize in Lift Van Shipments



WEST SIDE BRANCH AND GEN. OFFICE  
100-102 WEST 174th ST., N. Y. C.

**HAHN BROS.**

FIREPROOF  
WAREHOUSES, INC.

106-120 WEST 107th STREET

— AND —

231-235 EAST 55th STREET  
NEW YORK CITY

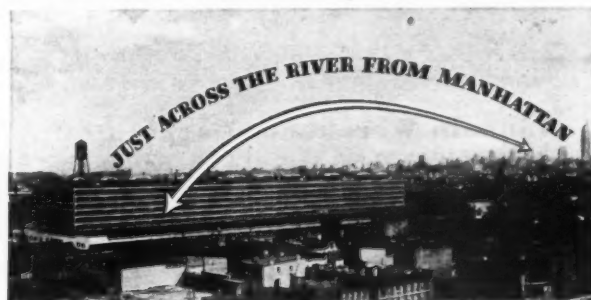
Efficient and Capable Organization  
Modern Fireproof Buildings  
Personal Supervision  
Member Mayflower Warehousemen's Association

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TERMINAL WAREHOUSES, INC.

JERSEY CITY, N. J.

(Six hundred feet from the Manhattan Tunnel Plaza)



**SUPERIOR DISTRIBUTION**

A stock of your products carried in our Terminal is within 24 hours of your customer's door at any principal point between Boston and Washington, D. C.  
• Traffic experts route your shipments via dependable lines at minimum charges. • Side track facilities and L. C. L. Freight station in same building. • Coastal Steamship connections, eliminate unnecessary cartage expense. • Direct Motor Truck Store Door Delivery Service covering wide area. • Pool Car Distribution. • Modern Building and Minimum Insurance Rates.

NEW YORK, N. Y.

Up-to-the-minute perpetual inventory.  
Current balance-in-stock immediately available.

**LEHIGH HARLEM RIVER  
TERMINAL WAREHOUSE, Inc.**

385 Gerard Ave., at East 144th St. and Harlem River  
GENERAL MERCHANDISE  
AND NEW AUTOMOBILE STORAGE

Central and convenient location adjacent to up-town grocery center. Lehigh Valley Railroad tracks in the building. Concrete fireproof construction. Sprinkler system. Clean floors. Orderly arrangement. Sunlight and ventilation on four sides. Lowest insurance rate in the Bronx—15¢ per \$100. Prompt service.

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**T. I. McCORMACK TRUCKING CO., Inc.**

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Service That Has Stood The Test

GENERAL MERCHANDISE STORAGE AND DISTRIBUTION  
IN THE VERY CENTER OF NEW YORK

3 Railroad Sidings: N. Y. C. R. R., Erie R. R., Lehigh Valley  
Fleet of Motor Trucks for Every Kind of Transportation Need  
Daily Metropolitan Deliveries Custom House License No. 111

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**Day & Meyer  
Murray & Young, Inc.**

PORTOVAULT  
STEEL VAULT STORAGE

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NEW YORK, N. Y.

Fireproof Storage Warehouses

**Dunham & Reid  
Inc.**

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

216-218 East 47th Street

New York City

Members of N. Y. F. W. A., N. Y. F. W. A., V. O. A.

NEW YORK, N. Y.

**Ellingers Fireproof Warehouse, Inc.**

Merchandise Warehousing and Distribution  
in the Metropolitan District

503-505-507 Hudson St., New York City

Office Space and Desk Room to Rent  
Domestic, Export and Import Trucking

NEW YORK, N. Y.

**THE GILBERT STORAGE CO., INC.**

Specialists in Pool Car Distribution—Warehouses Located on East and West Side—Fireproof Storage.  
Formerly HARLEM STORAGE WAREHOUSE CO., INC.  
Executive Offices, 39 W. 60th St. West Side Warehouse, 39 W. 60th St.  
East Side Warehouse, 211 E. 100th St.

Agent for ALLED VAN LINES, INC. Nation-wide Long Distance Moving. A National Organization owned and operated by the leading storage warehouse companies in the United States.

Members N. Y. F. W. A., N. Y. F. W. A. and N. Y. S. W. A.

NEW YORK, N. Y.

SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO  
**Globe Fireproof Storage Warehouse Co., Inc.**

New Fireproof Storage Warehouse

Offices: 810-812 East 170th St.

Members N.F.W.A., N.Y.F.W.A.





## NEW YORK, N. Y.

Offering a Superior Service  
at a Reasonable Price . . . .

**Fireproof Vaults**  
**Electric Van Service**  
**Cold Storage**  
**Separate Vans**  
**Safe Deposit Vaults**

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.



**Lincoln Warehouse Corporation**  
1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Gaw, Vice-President and General Manager  
Horace Roberts, Superintendent of Warehouses

## NEW YORK, N. Y.

**Storage, Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.**

**IDEALLY LOCATED**

**IN THE VERY CENTER OF NEW YORK CITY**

Adjacent to All Piers, Jobbing Centers  
and The Holland Tunnel

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

**MIDTOWN WAREHOUSE, INC.**

Starrett Lehigh Bldg.  
601 West 26th St., N. Y. C.

## NEW YORK, N. Y.

J. G. SILBERBERG, Pres.

**ROYAL WAREHOUSE CORP.**  
**GENERAL MERCHANDISE**  
**STORAGE—DISTRIBUTION—POOL CARS**

Located in the Hub of Greater New York  
Crane Equipped

Long Island City

New York

## NEW YORK, N. Y.

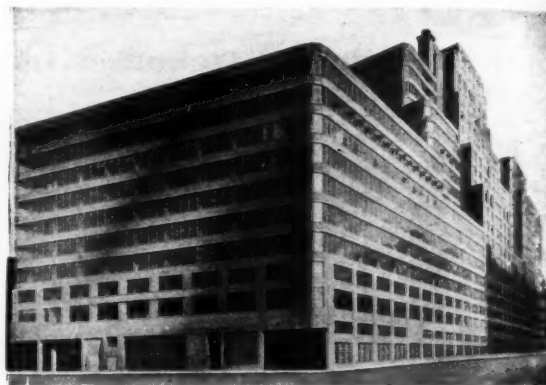
**SANTINI BROS., INC.**

Serving Greater New York and All Points in Westchester County

**MOVERS—PACKERS—SHIPPERS**

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000  
Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

**STARRETT LEHIGH  
BUILDING****Look Before You Locate**

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

**IT HAS —**

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

**INVESTIGATE THE ADVANTAGES OF THIS BUILDING**

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

**Starrett Lehigh Building**

D. R. CROTSLEY, Manager, 601 West 26th Street  
Telephone: CHickering 4-0297

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**Seaboard Storage Corporation**

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor truck distribution — One Responsibility.

Port Newark Terminal  
Foot of Doremus Ave.

Brooklyn Terminal  
Foot of Smith St.

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**WARWICK-THOMSON CO.**

507-517 West 39th St., New York City

STORAGE—TRUCKING—DISTRIBUTION  
POOL CARS—CAR LOTS AND LESS CAR LOTS  
STORE DOOR DELIVERY & FORWARDING

ROCHESTER, N. Y.

**George M. Clancy Carting Co., Inc.**

Storage Warehouse

55-55 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central  
in the Center of Rochester

ROCHESTER, N. Y.

**SAM GOTTRY CARTING CO.**

For Efficient Distribution in the Rochester Trading Zone

Gen. Offices, 47 Parkway

General Merchandise Distribution—Household Goods—Pool Cars  
Distributed—Heavy Duty Hauling, Machinery, Etc.—Long  
Distance Moving—Correspondence Solicited

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

**MONROE WAREHOUSE COMPANY, Inc.**

Offices: 1044 University Ave.

Member of A. W. A.

ROCHESTER, N. Y.

**ROCHESTER  
STORAGE WAREHOUSES, Inc.**

26 N. Washington St.

MERCHANDISE STORAGE . DISTRIBUTION AND  
FORWARDING . STORE DOOR DELIVERY

SCHENECTADY, N. Y.



**Schenectady Storage and Trucking  
McCormack Highway  
Transportation**

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.



**Flagg Storage Warehouse Co.**

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care  
MOVING — STORAGE — PACKING — SHIPPING  
Mdse. Storage Pool Cars Handled  
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SYRACUSE, N. Y.

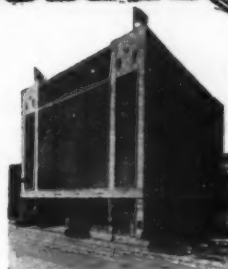
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of Our Service**

Get ALL the facts about  
our complete distribution  
and warehousing service  
and see how it will help  
you make more sales and  
a bigger profit in New  
York State.

Member AWA, ACW  
NFWA, AVL

**Great Northern Warehouses, Inc.**

348-360 W. Fayette St., Syracuse, N. Y.



SYRACUSE, N. Y.

**DISTRIBUTION KING STORAGE**  
SINCE 1897



MERCHANDISE

HOUSEHOLD  
GOODS

MOTOR FRT.  
STORE DOOR  
DELIVERY

MEMBERS  
A.W.A. N.F.W.A.  
AGT. A.V.L.

Represented by  
Distribution Service, Inc.—New York—Chicago—San Francisco

UTICA, N. Y.

**Broad Street Warehouse Corporation**

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.  
Sprinklered and Heated. Private Offices for Manufacturers' Representa-  
tives.

Modern Facilities for  
STORAGE - PACKING - DISTRIBUTION - FORWARDING  
Of Merchandise, Automobiles, Household Goods  
"IN THE HEART OF NEW YORK STATE"

UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**  
of Utica, N. Y.

The Heart of New York State and natural distributing  
point. "Jones of Utica" has distributed Merchan-  
dise and Household Goods for 25 years. Every  
modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Established 1916

**Utica Warehouse Co., Inc.**

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage  
in transit on Cotton—Specializing in Textiles,  
Alkalies, Denatured Alcohol. Warehouses on D. L. & W.  
and N. Y. C.—Private Sidings—Sprinklered through-  
out—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

**CARPENTER STORAGE, INC.**

Also serving

Tarrytown  
Scarsdale  
Hartsdale  
Mamaroneck  
Port Chester  
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped

Storage Warehouses in Westchester.

Household Goods Exclusively

Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A.

## WHITE PLAINS, N. Y.

**J. H. EVANS & SONS, INC.**

Office & Warehouse: 253-257 Hamilton Ave.  
Household Goods Moving, Storage, Packing, Shipping  
Prompt service for any point in Westchester County  
Member N.Y.F.W.A.

## YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

## CHARLOTTE, N.C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.  
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.  
Household goods and merchandise.  
Pool cars handled promptly. Motor Service.  
Members A. W. A. and N. F. W. A.

## CHARLOTTE, N.C.

**MERCHANDISE STORAGE**

Pool Car Distributors  
Private Sidings

**UNION STORAGE & WAREHOUSE CO., INC.**  
(BONDED)

1000-1008 West Morehead St. 20 Private Offices  
Private Branch Exchange Insurance Rate 25¢  
MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.

## WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

**Farrar Transfer & Storage Warehouse**

1121 South Front Street

Household Goods, Storage, Packing, Shipping  
**POOL CAR DISTRIBUTION MOTOR SERVICE**

Use Private Siding—A. C. L. R. R.

## FARGO, N. D.

**Union Storage & Transfer Co., Fargo, N. D.**  
General Storage—Cold Storage—Household Goods

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two  
sprinkler equipped and two fireproof construction. Low insurance  
rates. Common storage, cold storage and household goods. Ship in  
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue  
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## AKRON, OHIO

**The KNICKERBOCKER****WAREHOUSE & STORAGE CO.**  
36 CHERRY STREET

Household Goods and Merchandise  
Fireproof Warehouse—Local and long  
distance moving.

## AKRON, OHIO

**Cotter-City View Storage Co.**

Main Office: 70 CHERRY ST., AKRON, OHIO

**100,000 SQ. FEET STORAGE SPACE**

Fireproof, concrete buildings, modern facilities, convenient  
location, ideally suited for clean, careful storage of

**HOUSEHOLD GOODS and MERCHANDISE**

Distribution area: Akron, Barberton, Cuyahoga  
Falls. Special attention to pool cars. Low trans-  
fer rates.

**LONG DISTANCE MOVING**

Pool Cars and Spot Stock Accounts Solicited.  
Private Siding B. & O. R. R. Free switching all  
roads. Low insurance rate.

Members of N. F. W. A.—O. A. C. H.—O. W. A.



## CANTON, OHIO

**CANTON STORAGE, Inc.**

4TH AND CHERRY N.E.

**MERCHANDISE—HOUSEHOLD GOODS**  
**COLD STORAGE**

**U. S. GENERAL BONDED WAREHOUSE**  
**U. S. CUSTOMS BONDED WAREHOUSE**  
**DISTRIBUTORS**

Also Members: A.W.A.—O.F.W.A.—O.W.A.—A.C.W.



## CINCINNATI, OHIO

**THE BALTIMORE AND OHIO WAREHOUSE CO.**

Operating large modern warehouses for the storage of general merchandise at

Second and Smith Sts. and at Sixth and Baymiller Sts.

Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice,

etc., where a low temperature is maintained.

Special attention given to reconditioning in L.C.I. lots the same day orders are

received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring

cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts. FRED W. BERRY,

Manager and Treasurer.

**CONSIGN VIA BALTIMORE AND OHIO RAILROAD**

## CINCINNATI, OHIO

**YOUR OWN BRANCH HOUSE**  
**—WITHOUT THE OVERHEAD**

**Modern — Efficient — Responsible**

**EVERY DISTRIBUTION AND**  
**WAREHOUSING SERVICE**  
**KNOWN TO THE TRADE**

**CINCINNATI TERMINAL WAREHOUSES, INC.**

U. S. General Bonded Warehouse Number 1

Parkway 8070

Cincinnati, O.



CINCINNATI, OHIO

**Consolidated Trucking, Inc.**  
Local and Long Distance Trucking  
—Storage

N. W. Corner Pearl and Plum  
Merchandise Storage Pool Cars  
Penn. R.R. Siding Inter-City Truck Depot



CLEVELAND, OHIO

**BRITTEN TERMINAL Inc.**

General Merchandise Storage and  
Distribution  
Moving and Household Storage  
Cartage

2775 PITTSBURGH AV.

Telephone PProspect 2970



CLEVELAND, OHIO



**THE DISTRIBUTION TERMINAL  
& COLD STORAGE CO.** CLEVELAND, OHIO

Central Viaduct and West 14th St.

Local, regional and storage-in-transit  
service, offering every facility known  
to modern distribution.

New Trunk Line  
Ultra-Modern Terminal  
Plant Complete Service

Continents-wide Connections

CLEVELAND, OHIO

**THE GREELEY-GENERAL WAREHOUSE CO.**

Main Office:

New York Central Orange Ave. Terminal, Broadway & E. 15th St.  
175,000 Sq. Ft. of Available Floor Space; Truck Capacity 100 Cars; Operating  
our own Motor Truck Equipment.

Represented by The American Chain of Warehouses

J. W. TERREFORTE W. H. EDDY  
250 Park Ave., New York City 53 W. Jackson Blvd., Chicago, Ill.  
Member of A.W.A.—Rotary International—Cleveland Chamber of Commerce

CLEVELAND, OHIO

**LEDERER  
SERVICE  
TERMINAL**

BUILDS BETTER BUSINESS

MERCANTILE WAREHOUSING AND DISTRIBUTING

West 25th St. Whse. Broadway Whse. Private Siding Nickel Plate Ry.  
Private Siding Erie Ry. East 37th St. Whse. In Northern Ohio Food Terminal Area

CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**



SHIPMENTS to Cleveland, consigned to  
The Lincoln Storage Company over any  
railroad entering the city, can be handled  
from freight car direct to our loading platform.

Carload shipments to our private siding,  
11201 Cedar Ave., on the N. Y. C. Belt  
Line, connecting with all R.Rs. entering  
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.  
adjoining Euclid Ave. warehouse; other  
R.Rs. to Cleveland, Ohio.



**LINCOLN STORAGE**

Geo. A. Rutherford, Pres. W. B. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

**FINE COOPERATION**



is assured when forwarding your ship-  
ments in our care.

Eight modern warehouses convenient  
to every section of Greater Cleveland.

May we serve you?

The **NEAL**  
STORAGE COMPANY  
CLEVELAND OHIO

Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

CLEVELAND, OHIO

**RAILWAY  
WAREHOUSES, INC.**

CREATING A NEW DEAL FOR DISTRIBUTORS

3540 CROTON AVE. S. E. CLEVELAND, OHIO

COLUMBUS, OHIO

W. Leo Cotter, Pres.

Wm. J. O'Neill, Mgr.

**MERCHANDISE  
STORAGE**



**POOL  
CARS**

Established 1882

This modern, clean, and well ventilated warehouse  
provides thorough protection for your merchandise.  
Bonded Storage Facilities. Private Siding New York  
Central Railroad. Free switching from all railroads.

MEMBER OHIO WAREHOUSEMEN'S ASSOCIATION

**THE COLUMBUS TERMINAL WAREHOUSE CO.**  
COLUMBUS, OHIO

COLUMBUS, OHIO

Member of Associated Warehousemen, Inc.

**COLUMBUS WAREHOUSES, INC.**

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF  
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES  
228 West Broad St., Columbus, Ohio

## COLUMBUS, OHIO

Consign Your Household Goods Shipments to  
**DAN EDWARDS at COLUMBUS**  
 Packing—Shipping—Storage—Local and Long Distance Moving—Steel  
 and Concrete Warehouse—Private Siding



**EDWARDS TRANSFER AND STORAGE CO.**  
 426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

## COLUMBUS, OHIO

**CHAS. F. COHAGAN, PRES.**  
**IDEALLY LOCATED**

COLUMBUS: — In the Center of Ohio.  
 THE MERCHANDISE WAREHOUSE CO.: — In the Center of Columbus.

SERVICE: — That means more business for you at less expense.  
 Let us serve you at Columbus.

PRIVATE SIDING ON N. Y. CENT. RY.  
 U. S. Customs Bonded




**The Merchandise Warehouse Co.**  
 370 W. Broad St. Columbus, Ohio  
 MEMBER: A.W.A.—O.W.A.—A.C.W.

## COLUMBUS, OHIO

**FIRE PROOF**

**LOW INSURANCE**

**MERCHANDISE STORAGE and DISTRIBUTION**



**THE NEILSTON WAREHOUSE CO.**

## MARION, OHIO

**MERCHANTS TRANSFER COMPANY**  
 160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines

**MEMBER MAY. W. A.**

## MARION, OHIO

**WRIGHT**  
**TRANSFER & STORAGE CO.**  
 EST. 1880  
**MERCHANDISE—HOUSEHOLD GOODS**  
**Wright Service to Meet Your Requirements.**  
 Member of N.F.W.A.—O.W.A.


## MIDDLETOWN, OHIO

**Pres. & Gen. Mgr. A. Jackson**  
**THE JACKSON & SONS CO.**  
 Main Office, 1901 Manchester Ave.  
 Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicago, Pittsburgh, Charleston, W. Va., and way points.

## SPRINGFIELD, OHIO

**MEMBER**



**WAGNER WAREHOUSE CORPORATION**  
 Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

**Member of A. W. A.**

## STEUBENVILLE, OHIO

**Z. L. Travis Co.**  
 311 North 6th St.



Modern Fireproof Warehouse—29,000 Sq. Feet Reinforced Concrete

Household Goods Packed, Shipped and Stored

Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members: N.F.W.A.—O.W.A.

## TOLEDO, OHIO

**GREAT LAKES TERMINAL WAREHOUSE CO.**  
 of Toledo  
 355 Morris Street

General Merchandise, Cold Storage and Distribution  
 U. S. Custom Bonded Warehouse, Storage in Bond  
 Store Door Delivery Complete Service  
 Private Siding New York Central and B. & O. R. R.  
 Member American Chain of Warehouses

## TOLEDO, OHIO

**TOLEDO TERMINAL WAREHOUSE, INC.**  
 128-138 Vance St.

Merchandise Storage and Distribution  
 Excellent Service  
 Member A. W. A.

## YOUNGSTOWN, OHIO

**MEMBER**



**FISHER-GILDER**  
 Cartage & Storage Co.  
 Fireproof Warehouse  
 Household Goods and Merchandise  
 Established 1878

## OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.—S. W. A.

**Commercial Warehouse Co.**  
 50,000 sq. ft. for Exclusive Merchandise Storage  
 Pool Car Distributors

Free Switching 14c. Insurance rate

## OKLAHOMA CITY, OKLA.

Bonded Under State Law  
**Oklahoma Bonded Warehouse Company**  
 Merchandise Warehousing  
 Pool Car Distribution

Free Switching  
 Private Trackage  
 P. O. Box 1223

50,000 Sq. Ft. Floor Space.  
 Fireproof

OKLA. CITY, OKLA.

**O. K. Transfer & Storage Co.**  
General Warehousing and Distribution



Established 1889

**MOTOR  
TRUCKS  
& TEAMING**

**HOUSEHOLD  
GOODS**

**MERCHANDISE**

MEMBERS  
NFWA, AWA,  
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
2-4 East California Avenue

We Solicit Your Accounts for Transfer and Storage  
Members of American and National Warehousemen's Associations

TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.  
Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

TULSA, OKLA.

**TULSA TERMINAL**  
STORAGE AND TRANSFER CO.



**FINANCING**  
GENERAL STORAGE AND DISTRIBUTION  
OKLAHOMA'S LEADING WAREHOUSE  
MEMBERS A.W.A., N.F.W.A., S.W.A., Associated Whse., Inc.

PORTLAND, ORE.

**HOLMAN TRANSFER CO.**

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland  
Located in the center of wholesale and jobbing district.

**POOL CAR DISTRIBUTION  
A SPECIALTY**

Member A. W. A.—Amer. Chain.  
Established 1864

PORTLAND, ORE.

**DISTRIBUTION A SPECIALTY**

Low Rates—Prompt Service—Commercial Accounts Only

Let us be Your Pacific Coast Agents  
Complete Warehouse and Drayage Facilities—19 Motor Trucks  
Just consign your LCL or Carload Shipments to

**RAPID TRANSFER & STORAGE CO., INC.**  
630 NORTHWEST 10TH AVE. PORTLAND, OREGON  
and we will do the rest. Member of OreWA—PD&WA

PORTLAND, ORE.

Rudie Wilhelm, Pres.

**RUDIE WILHELM WAREHOUSE CO.**

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fw'd'g Co.

ALTOONA, PA.

Route your RAIL & TRUCK shipments  
care of

**ALTOONA STORAGE & TRANSFER CO.**

2701 Industrial Ave., Altoona, Pa.

P.R.R. track connections

STORAGE—CHECKING POOL CARS—DISTRIBUTION

Door to Door deliveries from storage stock  
to Central Penna. points

ALLENTOWN, PA.  
BETHLEHEM, PA.

500,000 CU. FT. COLD  
STORAGE  
200,000 SQ. FT. DRY  
& HOUSEHOLD  
STORAGE



Serving  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

**LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY**

15th Avenue, North of Broad St., Bethlehem, Pa.  
Represented by American Chain of Warehouses

ERIE, PA.

**Erie Storage & Carting Co.**

1502 Sassafras St., Erie, Pa.

MOVING—PACKING—SHIPPING—STORAGE

Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers. Members of N.F.W.A.—P.F.W.A.—Rotary and Kiwanis Clubs



PORTLAND, ORE.

**Colonial Warehouse and Transfer Co.**

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
Merchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered  
1132 N. W. GLISAN STREET

REPRESENTED BY  
ALLIED DISTRIBUTION INC.

CHICAGO  
325 N. MICHIGAN AVE.  
TEL. MONAD 5531

NEW YORK  
10 WEST 22ND ST.  
TEL. PENN. 4068

PORTLAND, ORE.

**OREGON TRANSFER COMPANY**

Established 1848

1238 Northwest Glisan Street Portland, Oregon

**U. S. BONDED and PUBLIC WAREHOUSES**

Merchandise Storage and Distribution  
Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.  
Eastern Representatives Distribution Service, Inc.



## HARRISBURG, PA.

## Pool Cars

Efficiently  
Handled

Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's Association, Penna. Furniture Warehousemen's Association

## NEW CASTLE, PA.

**Keystone-Lawrence Transfer & Storage Co.**  
Packing, Crating, Storage and Shipping  
of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Whse. Assoc.

## OIL CITY, PA.

**CARNAHAN**  
Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

## HAZLETON, PA.

CHRIST N. KARN, Prop.

**KARN'S TRANSFER & STORAGE**

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping  
Merchandise Storage and DistributionPool Cars Distributed. Local and Long Distance Hauling  
Members of N. F. W. A.

## PHILADELPHIA, PA.

**ATLAS**  
STORAGE WAREHOUSE COMPANY  
FIREPROOF DEPOSITORY  
4015 Walnut StreetMember N. F. W. A., P. F. W. A. and C. E. & T. A.  
WALTER E. SWEETING, President

## LANCASTER, PA.

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## PHILADELPHIA, PA.

Est. over 40 years.

**FENTON STORAGE CO.**

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

## PHILADELPHIA, PA.

**68 Acres**  
**OF FLOOR SPACE****Motor Truck**  
**SERVICE**

We own and operate a fleet of motor trucks to provide "Store door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.

**TERMINAL WAREHOUSE COMPANY**

Delaware Ave. and Fairmount

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

624 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at  
Strategic Distribution Centers

PHILADELPHIA, PA.

**Fidelity—20th Century Storage Warehouses**

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.  
LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute  
pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

**GALLAGHER'S WAREHOUSES**

Executive Offices—50 So. 3rd St.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.  
Company owns fleet of motor trucks for  
city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President



**MILLER**

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member M.W.A., P.F.W.A., P.M.T.A., C.F.M.A. of Pa.

PITTSBURGH, PA.

**DUQUESNE WAREHOUSE CO.**

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

**1,750,000 Cubic Feet of Storage Space**

Warehouse with Penn'a R. R. siding for Merchandise  
Large fleet of Local and Long Distance Vans. Expert packers and  
handlers. Let us serve you!

**Haugh and Keenan Storage & Transfer Co.**

Offices and Warehouses, Centre and Euclid Aves., Pittsburgh, Penna.

Member A. W. A.—N. F. W. A.

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

**Kirby Transfer & Storage Co.**

2538 Smallman St.

Pittsburgh, Pa.

PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

IN THE HEART OF PITTSBURGH JOBBING DISTRICT  
**WHITE TERMINAL CO.**

17th & Pike Streets

PITTSBURGH, PA.

Food Products  
Merchandise

WAREHOUSING

Pool Cars  
Distributed

Also operating

**WHITE MOTOR EXPRESS CO.**

EST. 1919

TRUCKING SERVICE

PENNA. R.R. SIDING

L. C. L. TO P. R. R.—11TH ST.

SCRANTON, PA.

**THE QUACKENBUSH WAREHOUSE COMPANY**

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED

LONG DISTANCE MOVING

Private Siding Pennsylvania R.R.

WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service

Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**

Storage all kinds of General Merchandise, Pool Car  
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on  
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Co.**

Merchandise Storage and

Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

CHATTANOOGA, TENN.

**General Merchandise Storage & Distribution**

Pool Car Distribution—City Delivery Service—Forwarding

Agents—Direct Switching Connections into Warehouse—

Fully Sprinklered Private Siding Low Insurance

**TEXTILE STORAGE & WAREHOUSE CO.**

1807 Elmendorf Street

Efficient

Courteous

SCRANTON, PA.

R. F. POST

**DRAYMAN & STORAGE WAREHOUSE**

221 Vine St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. & W. R. R.

POOL CARS

PACKING

The Men Who Distribute

**Squibb's Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

KNOXVILLE, TENN.

**FIREPROOF STORAGE & VAN COMPANY, Inc.**  
Successors to Knoxville Fireproof Storage Co.  
201-211 Randolph St.  
Knoxville, Tennessee  
135,000 square feet on Southern Railway tracks.  
Equipped with Automatic Sprinkler  
Insurance at 12c. per \$100.00 Household goods shipments solicited. Prompt remittances made.  
Pool Cars distributed.  
MEMBERS  
American Warehousemen's Ass'n  
**PROMPT AND EFFICIENT SERVICE**

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Pauli, Treas.  
**Rowe Transfer & Storage Co.**  
416-426 N. Broadway  
Household Goods and Merchandise Storage and Distribution. Pool Car Distribution. Fireproof Warehouse. Low Insurance.  
Agent, Aero Mayflower Transit Company  
Member, Mayflower Warehousemen's Association & So. W. A.

MEMPHIS, TENN.

Pres. J. H. POSTON  
Secy. and Treas. W. H. DEARING  
**JOHN H. POSTON'S STORAGE WAREHOUSES INCORPORATED**  
671 to 679 South Main St., on Illinois Central Railroad Tracks  
Established 1894  
Free Delivery from All Railroads on Car Lots and from Cotton Belt R. R. Stations  
Insurance Rate \$1.41 per \$1,000 per Annum  
No Charge for Switching To All Railroads on Car Lots for Competitive Points and Illinois Central Railroad Local Stations.  
**DISTRIBUTION A SPECIALTY**  
**MEMPHIS, TENN.**

MEMPHIS, TENN.

"SERVICE"  
**ROSE WAREHOUSE CO.**  
2-8 East and 2-12 West Calhoun Avenue  
Memphis, Tennessee  
Merchandise Storage and Pool Car Distribution  
"SERVICE"  
REPRESENTED BY  
ALLIED DISTRIBUTION INC.  
• CHICAGO  
1515 NEWBERRY AVE.  
TEL. MONROE 3331  
• NEW YORK  
11 WEST 42ND ST.  
TEL. PENN. 4-0888

NASHVILLE, TENN.



Merchandise Storage, Distribution and Drayage  
Household Storage, Local and Long Distance Moving  
Fireproof Warehouses—UP-TO-DATE EQUIPMENT  
**BOND-CHADWELL Co.**  
100 TO 124 FIRST AVENUE, N. 1623-1625 BROADWAY

NASHVILLE, TENN.

521 Eighth Ave., So.  
**Central Van & Storage Co.**  
MERCANTILE AND HOUSEHOLD STORAGE  
WAREHOUSE STOCK and POOL CAR DISTRIBUTION  
Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886  
**The PRICE-BASS CO.**  
194-204 Hermitage Ave.  
Merchandise Storage  
Automatic Sprinklered — Lowest Insurance Spot Stock and Pool Car Distribution — Private Siding — Free Switching Motor Truck Service.

AMARILLO, TEXAS

WM. C. BOYCE J. A. RUSH  
**Armstrong Transfer & Storage Co., Inc.**  
Distributors of Merchandise  
**BONDED WAREHOUSES**  
AMARILLO AND LUBBOCK, TEXAS  
Member S. W. A.—Amarillo Warehousemen's Association  
—American Chain of Warehouses

AMARILLO, TEXAS

**BISHOP**  
**WAREHOUSE & STORAGE CO.**  
Between 5th & 6th on So. Grant St.  
Operating two self-owned warehouses. Largest most modern in city. Goods of any size or quantity handled. Capacity 368 cars. WAREHOUSING — STORAGE — TRANSFER — FORWARDING — DISTRIBUTION — POOL CARS.

AUSTIN, TEXAS

**SCOBEY**  
FIREPROOF  
**WAREHOUSE**  
AUSTIN, TEXAS  
GENERAL WAREHOUSING DISTRIBUTION

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.  
May Crocker—Sec. & Treas.  
**CROCKER**  
TRANSFER AND STORAGE CO., Inc.  
Established 1912  
Distribution Pool Cars or Boat Shipments  
Merchandise & Household Goods  
Storage—Drayage—Crating  
Members — A.W.A. N.F.W.A. S.W.T.A.

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK  
**AMERICAN**  
TRANSFER & STORAGE CO.  
BONDED FIREPROOF WAREHOUSES  
MERCHANDISE—HOUSEHOLD GOODS  
POOL CARS DISTRIBUTION LOCAL DRAYAGE  
K. K. MEISENBACH JACK ORR



DALLAS, TEXAS.

**DALLAS TRANSFER AND  
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building  
Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers, and  
Warehouse Space

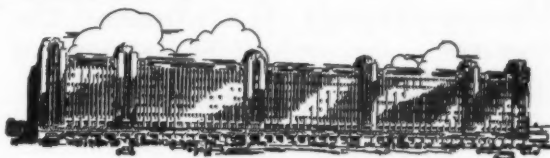
Operators of Lone Star Package Car Company  
(Dallas Division). Daily service via rail from St. Louis  
and C.F.A. territory to all Texas points.  
Semi-weekly service via Morgan Steamship Line from New York and Seaboard  
territory to all Texas points.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses  
Southwest Warehouse & Transfermen's Assn., Rotary Club.

E. D. Balcom Gus K. Weatherford



FORT WORTH, TEXAS



*The Southwest's Finest Warehouse*  
**MERCHANDISE STORAGE**  
POOL CAR DISTRIBUTION, OFFICE DISPLAY  
AND WAREHOUSE SPACE  
**Texas and Pacific**  
**Terminal Warehouse Co.**

DALLAS, TEXAS.

**Dallas-Trinity Warehouse Company**

*"Courtesy With Unexcelled Service"*

**Complete Warehousing**

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.  
Ft. Worth, Texas Corsicana, Texas  
Member of N.F.W.A.—A.W.A.—S.W.A.

HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
Merchandise storage—pool car distribution, daily motor freight lines.  
Furniture vans—equipment for heavy hauling.

*Service Covers the Lower Rio Grande Valley*

DALLAS, TEXAS

IN DALLAS IT'S

**The Interstate Fireproof  
Storage & Transfer Co.**  
For Fireproof Storage and  
Distribution Service

Fireproof—16c Insurance Rate  
Merchandise  
Storage and  
Distribution

Our new one-half million dollar  
plant.  
Household Goods Stored, Moved,  
Packed and Shipped.  
DALLAS—The Logical Distribution  
City for the Great Southwest.

**The Interstate Fireproof Storage & Transfer Co.**

W. I. Ford 301-07 North Market Street R. E. Eagon  
Associate Managers



HOUSTON, TEXAS

Subscriber to Merchandise Warehousing  
Trade Code, Certificate No. 34-330

**PATRICK TRANSFER & STORAGE CO.**

Shipside and Uptown Warehouses  
Merchandise Storage and Distribution  
Operators—Houston Division  
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

HOUSTON, TEXAS

**UNIVERSAL TERMINAL  
WAREHOUSE COMPANY**

Fireproof Storage—Sprinklered Warehouses

New York Office: 100 Broad Street  
Chicago Office: 427 West 27th Street

FORT WORTH, TEXAS

**In Fort Worth It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square feet of floor space;  
with our private side and free switching to Fort Worth's eleven Trunk Line  
Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth

Associated with Distribution Service, Inc.



HOUSTON, TEXAS

IN HOUSTON

**Westheimer  
Transfer and Storage Co., Inc.**

Fifty Years of Dependable Service  
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY  
Benj. S. Hurwitz Members H. F. W. A.  
President State and Local Assn.

FORT WORTH, TEXAS

**GENERAL CARTAGE CO.**

1212 E. Lancaster Ave., Fort Worth, Texas

FIREPROOF STORAGE  
MERCHANDISE & HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION

TEMPLE HARRIS, Gen. Mgr.

SAN ANTONIO, TEXAS

**Central Warehouse and Storage Co.**

Merchandise Warehouse Hollow Tile Building,  
Concrete Floors. Consign shipments via South-  
ern Pacific. Distribution of pool cars. Transfers  
Household Goods.

Member of S. W. A.

FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution

**O. K. Warehouse Company, Inc.**

255 W. 15th St. Fort Worth, Tex.

SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.**  
**FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service

30 years of satisfactory service  
Member of American Chain of Warehouses


## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**  
**BONDED FIREPROOF**  
**POOL CAR DISTRIBUTORS**  
**STORAGE AND DRAYAGE**  
*Dependable Service Since 1913*

## SAN ANTONIO, TEXAS

**Scobey Fireproof Storage Co.**  
**HOUSEHOLD - - - MERCHANDISE**  
**COLD STORAGE - - - CARTAGE**  
**DISTRIBUTION**  
**INSURANCE RATE - - - 10c**  
*Members of 4 Leading Associations*

## SAN ANTONIO, TEXAS

**MEMBER**  
  
**SOUTHERN TRANSFER CO.**  
**FIREPROOF BONDED STORAGE**  
 Lowest insurance rate in San Antonio  
 Receivers and Forwarders of Merchandise

## TYLER, TEXAS

**EAST TEXAS TERMINAL WAREHOUSE CO., Inc.**  
*Serving the World's Largest Oil Field  
 and All of North and East Texas.*  
 The highest type of **BONDED Storage**  
 and Warehouse facilities.  
**POOL CAR DISTRIBUTION**  
 Member—T.S.W.T.A.  
 415-17 N. College and Cottonbelt tracks.

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**  
 Bonded under the Laws of Texas  
 General Storage and Distribution from the Center of East  
 Texas. Specializing in Pool Cars Merchandise.

## WICHITA FALLS, TEXAS

**Wichita Falls Fireproof Warehouse**  
 (Reinforced concrete)  
**Motor Freight Service to All Territory**  
**Tarry Warehouse & Storage Company, Inc.**  
 Members { National Furn. Warehousemen's Assn.  
 Southwest Warehouse & Transfermen's Assn.  
 See TYLER-TARRY-FAGG Co. Associated

## OGDEN, UTAH



**Western Gateway Storage Company**  
**COLD AND DRY STORAGE**  
**A Modern Commercial Warehouse**  
**Bonded Service**  
*Member American Warehousemen's Assn.*

## SALT LAKE CITY, UTAH

**CENTRAL WAREHOUSE**  
**Fireproof Sprinklered**  
 Insurance rate 18c. Merchandise Storage. Pool Car Distribu-  
 tion. Office Facilities.  
 Member A. W. A.

## SALT LAKE CITY, UTAH


**Merchandise Storage and Distribution**  
 Over 1,000,000 cubic feet reenforced Concrete  
 Sprinklered Space  
**Insurance Rate 18 Cents**  
**JENNINGS-CORNWALL WAREHOUSE CO.**  
 Salt Lake City, Utah  
 Represented by  
**DISTRIBUTION SERVICE, INC.**

100 Broad St. 210 East North Water St. 625 Third St.  
 NEW YORK CITY CHICAGO SAN FRANCISCO  
 Phone Bowling Green 9-8936 Phone Sup. 7180 Phone Sutter 3461  
 An Association of Good Warehouses  
 Located at Strategic Distribution Centers

## SALT LAKE CITY, UTAH

*"This is the Place"*  
**FOR BETTER SERVICE**  
**SECURITY STORAGE & COMMISSION CO.**  
**Over 25 Years Experience**  
 Merchandise Warehousing - Distribution  
 Sprinklered Building - Complete Facilities  
 Lowest Insurance Cost - A.D.T. Watchman Service  
 Office Accommodations - Display Space  
 New York Chicago Salt Lake  
 200 W. Broadway 53 W. Jackson Blvd. 230 S. 4th West  
 MEMBER:  
 A.W.A.—U.W.A.—A.C.W.

## NORFOLK, VA.

**MEMBER**  
  
**HOUSEHOLD AUTOMOBILE STORAGE**  
**THE BELL STORAGE COMPANY, INC.**  
**NORFOLK, VIRGINIA**  
 MODERN SPRINKLER EQUIPPED WAREHOUSE  
 50,000 SQUARE FEET PRIVATE RAIL SIDING  
 Lowest Insurance Rate in Norfolk. Pool Car Distribution.  
 WE SPECIALIZE IN MERCHANDISE STORAGE  
 AND DISTRIBUTION  
 AGENTS: AERO MAYFLOWER TRANSIT COMPANY  
 Member M.W.A. & S.W.A.

## RICHMOND, VA.

**57 YEARS OF UNINTERRUPTED AND EXPERT SERVICE**  
**BROOKS TRANSFER and STORAGE CO., Inc.**  
 1224 W. Broad Street, Richmond, Va.  
 Two Fireproof Storage Warehouses—116,000 Square Feet Floor Space—Automatic  
 Sprinkler System—Lowest Insurance Rates in Richmond—Careful Attention to Storage  
 —Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car  
 Distribution—Motor Van Service to All States East of Mississippi River.  
 Member of S. W. A.—N. F. W. A.

## RICHMOND, VA.

100,000 Sq. Ft. Space  
**VIRGINIA BONDED WAREHOUSE CORPORATION**  
 ESTABLISHED 1905 1709 E. CARY ST.  
**U. S. BONDED & PUBLIC WAREHOUSES**  
**MERCHANDISE STORAGE & DISTRIBUTION**  
**INSURANCE RATES 20c PER \$100 PER YEAR**  
 Member A.W.A.—N.R.A.  
 BUILDINGS SPRINKLERED

## ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE**  
 Capacity 500 Cars Automatic Sprinkler  
 Private Railroad Siding Accurate Accounting  
 We make a Specialty of Storage and Pool Car Distribution  
 for Agents, Brokers and General Merchandise Houses.  
 Member of American Chain of Warehouses

**BELLINGHAM, WASH.**

1111 RAILROAD AVE.  
BELLINGHAM, WASH.

**FREEMAN TRANSFER**

**GENERAL HAULING**

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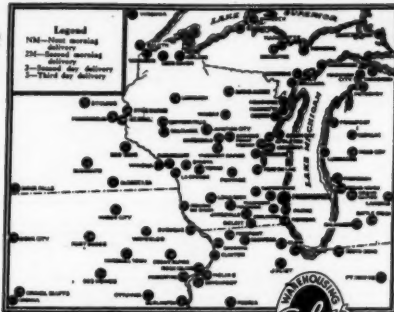
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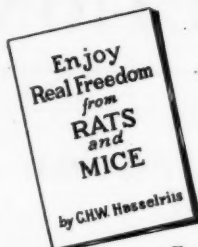
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